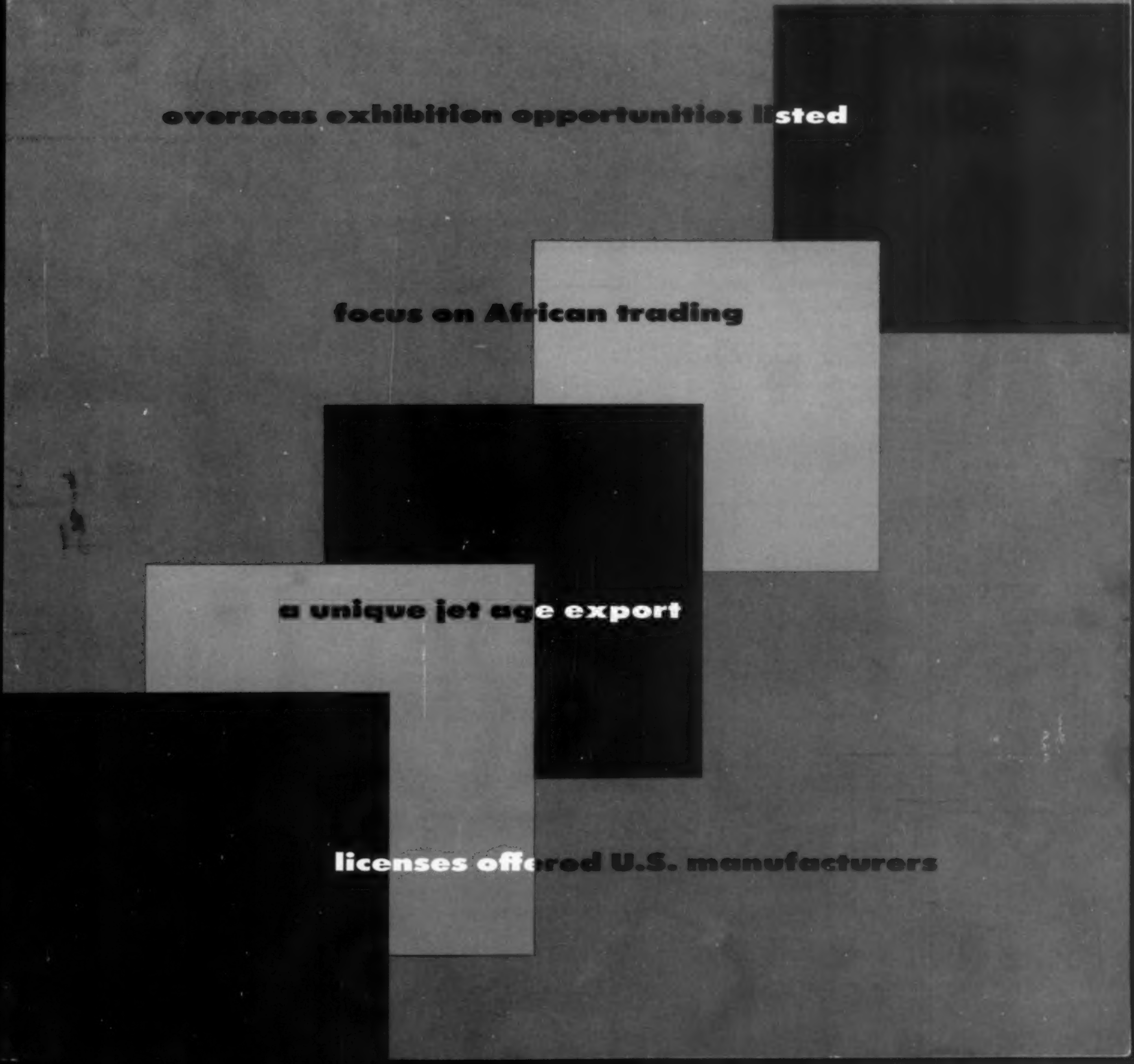
A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

May 2, 1966



overseas exhibition opportunities listed

focus on African trading

a unique jet age export

licenses offered U.S. manufacturers

# Business Bulletins *from around the world*

**ANGOLA**—The Provincial Secretary of Economy recently decided to permit Angolan automobile importers to order cars whose CIF value exceeds 60 contos (about U.S. $2,000). Allows 25% of each importer's yearly quota, based on total value of automobiles imported, to be used for these imports. This reverses an earlier policy, which effectively prohibited import of American cars by excluding autos above a certain value.

**CEYLON**—Canada extends $1.5 million interest-free loan to Ceylon for development of Katunayake International Airport near Colombo. Loan supplements earlier $4.5 million aid package ($1 million loan, $1.5 million grant, $2 million wheat flour).

**FRANCE**—January-February imports from U.S. ($182.6 million) were 21.4% above similar 1965 level. Total imports amounted to $1,832.7 million, 13.5% above January-February, 1965.

Possibility of merging the four large nationalized banks into two has been reported in French press. One of resulting institutions would concentrate on commercial banking, while other would act primarily as investment bank.

**INDIA**—Machine tool factory at Bangalore planned in private sector with collaboration from West German firm Krupp. Krupp to provide 60% total paid up capital of $5.2 million. Indian collaborator is T. V. Sundaram Iyengar & Sons, Ltd.

Loan agreements for $8 million from Switzerland and $12.5 million from West Germany signed. Swiss loan, provided by Swiss Bank Consortium, part of $16 million Swiss Government credit. German loan part of pledge made under World Bank Aid India Consortium.

**INDONESIA**—On February 25, 1966, the Indonesian Government increased the foreign exchange rate for tourists from 10 to 20 rupiah per U.S. dollar. The effective rate for trade transactions remains at 10 rupiah per U.S. dollar.

**PERU**—Bank of America opened a Lima branch on March 30, becoming third U.S. bank to establish facilities in Peru. Others are First National City of New York and Chase Manhattan.

Belco Petroleum Corp. plans to spend more than $2 million to expand offshore drilling operations on northwest coast. Company plans facilities to store 500,000 barrels of crude petroleum and purchase of three new drilling platforms, each able to support nine directional wells. If Belco's proposed program is fulfilled, Peru may soon be self sufficient in crude.

**SINGAPORE**—Investment Guaranty Agreement has been concluded between the U.S. and Singapore. U.S. investors may obtain 100% specific political risk guaranties against inconvertibility of foreign currency; loss due to expropriation or confiscation; and loss due to war, revolution or insurrection. Extended risk guaranties covering up to 75% of both political and business risks are also available. Prior to this, Singapore Government had honored the provisions of the Investment Guaranty Agreement in effect between the U.S. and Malaysia with respect to approved projects in Singapore.

**SOUTH AFRICA**—South Africa's revised Economic Development Program for 1965-70 recommends an overall growth-rate target of 5.4% a year during the period covered. The shortage of skilled labor remains the principal block. A continued high inflow of foreign capital is desirable, stated authorities, but the projected growth target could be reached with considerable effort using domestic resources only. Increased national savings and greater exports are called for and price increases must be held to a figure not more than that of the Republic's major trading partners.

**SPAIN**—Union de Siderurgicas Asturianas, S.A. (UNINSA) recently signed agreement with Spanish Government to increase steel production from 600,000 tons to 1.8 million tons in return for financial assistance. An existing rolling mill equipped with U.S.-made machinery will be the nucleus of the new complex. Next phase calls for a $285 million steel mill; $120 million will be used to purchase foreign equipment, and the balance to purchase Spanish equipment. UNINSA will increase its capital from $5 million to $83.3 million; 60% will be subscribed by the three firms of the Union, the remainder by INI (National Institute of Industry), Krupp of Germany, several Spanish banks and UNINSA employees. It is presumed that Krupp will furnish a major portion of the foreign equipment.

**TAIWAN**—Chinese Government plans to apply to World Bank for loans totaling $150.6 million as follows: $15 million for China Development Corporation for small industry development; $10.5 million for railway modernization; $10.9 million for construction and outfitting four 15-ton trawlers and twenty-four 150-ton fishing boats; $10 million for expansion of telecommunications network; and $104.2 million for electric power facilities (including $64.5 million for nuclear plant and $37.9 million for hydro plant).

**ZAMBIA**—Three major investment projects announced recently constitute an important step toward realizing Zambia's considerable industrial potential. U.S. firms will be associated with two of the three projects. The largest will be development of new copper mine worth $15 million with annual capacity of 32,000 long tons. Nchanga Consolidated Copper Mines, affiliate of Anglo American Corporation, will undertake this project.

A contract has also been signed between American Machine and Foundry Corporation and Tobacco Industry Board of Zambia for a $2.8 million tobacco-processing factory in Lusaka. Construction of plant to begin almost immediately.

Third project, a $10.6 million integrated textile mill, has been agreed upon by the Industrial Development Corporation of Zambia Ltd. and Maurer Textiles S.A., a Swiss company. Chase Manhattan Bank will be associated with Maurer Textiles in carrying out this project.

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## the cover

As April subsides and the warm breezes of May take over, world business steps up its tempo. One focus for American export trade is on the developing nations of Africa. While several U.S. exhibitions overseas are filled, the schedule shows numerous others still open to participation. In Norway, Germany and Sweden producers of a variety of goods are looking for U.S. firms to manufacture their products under license in the United States. And a New York firm, whose product is the appearance design of Boeing airplanes, has found that jet airliners haven't taken the adventure out of international trade. These and other stories of interest are found in this issue.

# International Commerce

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WASHINGTON EYES FUTURE

# State looks across Pacific

## Trade mission, fair, seminar show Orient's pull; export zeal built by leaders

The State of Washington did over $170,000,000 in trade with the Orient last year. The feeling in the trade conscious state however, is that only a small part of the great market potential of the East has been tapped.

Among the more export expansion-minded leaders is the State's Governor Daniel J. Evans, who believes that "there are literally hundreds of manufacturers in the state who could ship to the Orient but who are unaware or disinterested, and therefore do not."

The Governor cites language, distance, and currency difficulties as reasons for timidity. Similarly, Evans believes, there may be corresponding reluctance on the part of manufacturers in Japan and other countries of the Pacific Rim who trade with this nation.

"In order to break this self-imposed exile from opportunity, there is much to be done, and we are only beginning to take the first steps," the Governor says.

As part of the State's one-two spring trade punch, a 45-member trade mission, led by the Governor, has been talking trade in the Orient during April. The group spent 11 days in Japan, Korea, Taipei, and Hong Kong, on the State's second Far East trade mission.

The trade mission is a good way to dispel some of the fear of the unknown. "In commerce as in diplomacy, the most effective approach is the people-to-people technique. That is a fact of business life which more and more of us are realizing," says Evans. "It's easier to get the message across in face-to-face huddles than via circulars or magazine ads."

The mission was a cooperative venture of the State of Washington, the Seattle Chamber of Commerce, the Washington State International Trade Fair, the Port of Seattle, the Washington Public Ports Association, and the U.S. Department of Commerce.

In addition to the trade mission, and also occuring in April, the State sponsored an exhibition of its products and services at the Osaka Trade Fair. Washington was the only State to have an independent pavilion at the fair, which is one of the largest international sales events anywhere.

### Washington at fair

Washington's pavilion housed more than 30 exhibits including an artificial kidney machine made by the Sweden Manufacturing Co. of Seattle; forest products represented in the construction of the pavilion itself made by Loctwall of Lynnwood and in exhibits of Simpson International of Shelton. B. J. Carney Co. of Spokane displayed cedar utility poles, Laucks Laboratories of Redmond brought a compact six-pound transistorized moisture-detector meter for use in processing chip board, sawdust products and paper.

Seattle firms with factories already located in Japan that exhibited in Osaka include Skyway Luggage Co. of Seattle and Rader Pneumatics, manufacturers of conveyor belts.

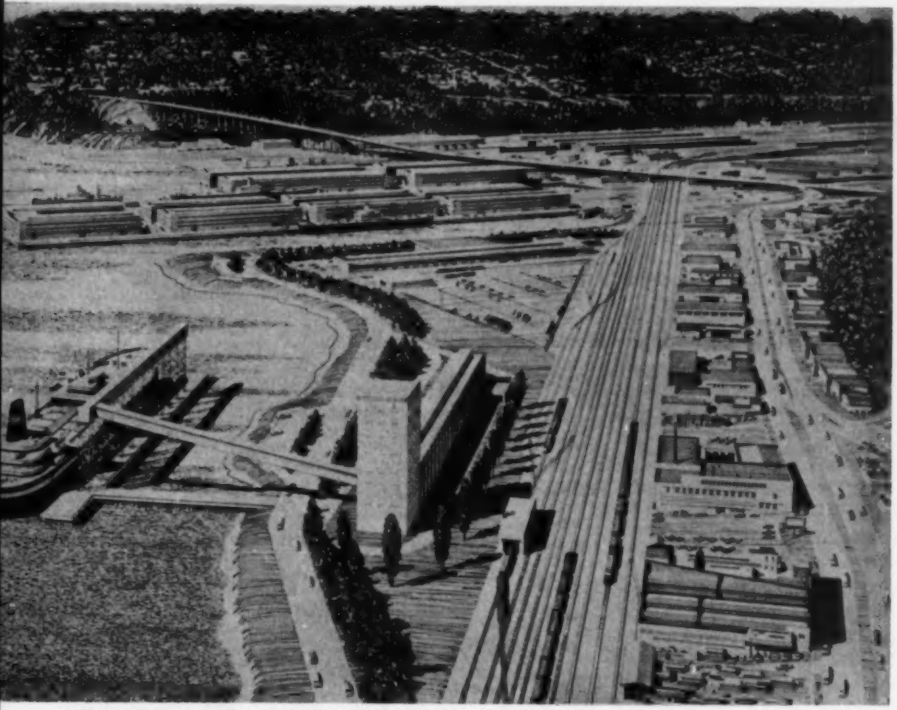
### Diverse products

Among the diversified products exhibited in Osaka were samples of handwoven material by the Lummi Indians of Bellingham. The Beall Greenhouse Co. of Vashon Island, a large U.S. orchid grower, displayed some of its rare plants developed from stock imported from the Far East and Latin America.

The Seattle Convention and Tourist Bureau, Washington State Department of Agriculture, Washington Public Ports Association and the State Department of Commerce and Economic Development cooperatively presented a picture of the State's commercial and recreational facilities.

STATE'S LEADERS GO ACROSS THE PACIFIC to Osaka Trade Fair where 30 Washington firms exhibit diverse products. Gov. Daniel J. Evans (center), with participants Keith Keil (left), of Sweden Freezer Co., is shown exhibit by J. Tanaka, president of Nissei Co., Japan representative for the Seattle firm.

SWEDEN FREEZER MFG CO USA AND NISSEI CO LTD WELCOME YOU TO THE WONDERFUL WORLD OF SOFT ICE CREAM



WASHINGTON'S LOOK OF THE FUTURE includes this ultra-modern, export grain terminal, part of a multi-million dollar project expected to double grain exports from Seattle to 1.5 million tons yearly.

"Members of the Seattle REEC, working with our Field Office Staff, actively supported Washington State's 1965 and 1966 Far East trade mission and exhibit programs," reports William H. Flood, director of the Seattle Field Office of the U.S. Department of Commerce. "These people solicited 50 to 70 business proposals for each country, and were numbered among the participants in the exhibit."

The overseas promotion activities, says Flood, have generated new export business estimated in the millions of dollars and have won many new exporters within the State.

"In response to this interest, a second state-wide export seminar is scheduled in Spokane, May 6. It will be built around the same export theme which has been adopted for the 1966 Pacific Northwest Industrial Exposition product show, May 6 to 8."

A highlight of the exhibition and export seminar will be a luncheon address by Senator Warren G. Magnuson and his presentation of the President's "E" Award to a successful east Washington exporter.

Meanwhile news that bodes well for grain exports from Washington state concerns plans for a new $10 to $15 million high speed terminal.

Seattle Port Commission President Robert W. Norquist says although the Port's grain facility is doing yeoman work in the export of American wheat to a hungry world, it is 50 years old and is poorly located in relation to rail and truck lines. Elimination of rail and truck bottlenecks is an integral part of the project that will make Seattle's one of the largest tidewater grain terminals in the nation. Current exports are expected to be doubled from 750,000 tons annually to more than 1,500,000 tons through the new facility.

The minimum water depth at the 1,000 foot-long offshore loading berth is planned to be 65 feet, deep enough to handle the largest ships in the world, including a 200,000-ton tanker now under construction in Japan.

Automated loading belts six feet wide, traveling at 800 feet per minute, will give the terminal an estimated loading speed of more than 100,000 bushels an hour. Grain dust and air pollution, which have plagued the operations of older grain terminals, should be completely eliminated by modern equipment at the new facility.

A WASHINGTON PRODUCT aimed at the Far East market is Skyway Luggage, modeled here at Pacific Science Center, in Seattle, for later showing at Washington pavilion of Osaka Trade Fair. (For other photos at Osaka Trade Fair, see p. 17.)

EXPORT CASE HISTORY

# Donkey aided jet design

## New York company teams with Boeing to give airlines best in technology, own styling

Who says the brisk, efficient jetliner has taken much of the adventure out of international trade?

For at least one American company the age of the jet has led to such things as trips by donkey over burning Ethiopian sands, expeditions to collect flowers in South Africa, and painstaking searches through museums in Canberra, Australia.

The company is Walter Dorwin Teague Associates of New York. Its product is the appearance design of Boeing airplanes. Its customers are airlines in 25 countries from Ireland to Pakistan, and including Australia, Israel, India, South Africa, Greece, Portugal and Saudi Arabia.

The design firm has found that whether the client is wearing flowing Arab robes or Saville Row tailoring he is concerned about the same problems: wearability, costs, appearance and "will it sell" to tourists, business travelers and other passengers who are customer's customers.

Particularly in the purchase of jet transport, necessarily identified with a high degree of technological sophistication and rapid change, there is a trend away from nationalistic parochialism, yet individual touches are important.

As design consultants to the Boeing Company of Seattle, Teague has helped design interiors for 1,160 jet aircraft sold to 50 customers including those from the 25 foreign countries.

While the exteriors are the same Boeing design and construction, the interiors offer an opportunity for a national airline to achieve a distinct personality, where it is desired.

The design firm is concerned with concept and physical forms and appearance of all things seen or touched by the passengers. Boeing Engineering is responsible for quality, producibility and integrity. of materials used.

When first introduced in 1958, the interior of the Boeing 707 jet was a new concept for the industry. It was developed for jet transportation on the theory that the environmental surrounding in a confined space is an important consideration to the morale and well-being of the reasonably large number of passengers riding in that space. It was decided that interiors should give a feeling of crisp efficiency without overstating the decorative characteristics of the materials used.

**IT NEVER LEFT THE GROUND, but this full-size mock-up of a Boeing 707 jet interior, installed in a New York loft building by Walter Dorwin Teague Associates, was sampled by more than 8,000 invited visitors. Its experimental features have been incorporated in more than 1,100 Boeing 707, 720, 727 and 737s.**

A major design decision was to make use of hard surfaces throughout to give the interior an effect of structural strength and dependability.

The interior finish concept with hard surfaces toned down by accessories such as hat racks, passenger service units, seat adjustment controls and the like was designed to satisfy both flexibility and passenger appeal.

Again, national customs were to have no effect on layout or placement of various facilities of the interior. They do, however, have a strong influence on costumes worn by the stewardesses and on the cuisine served.

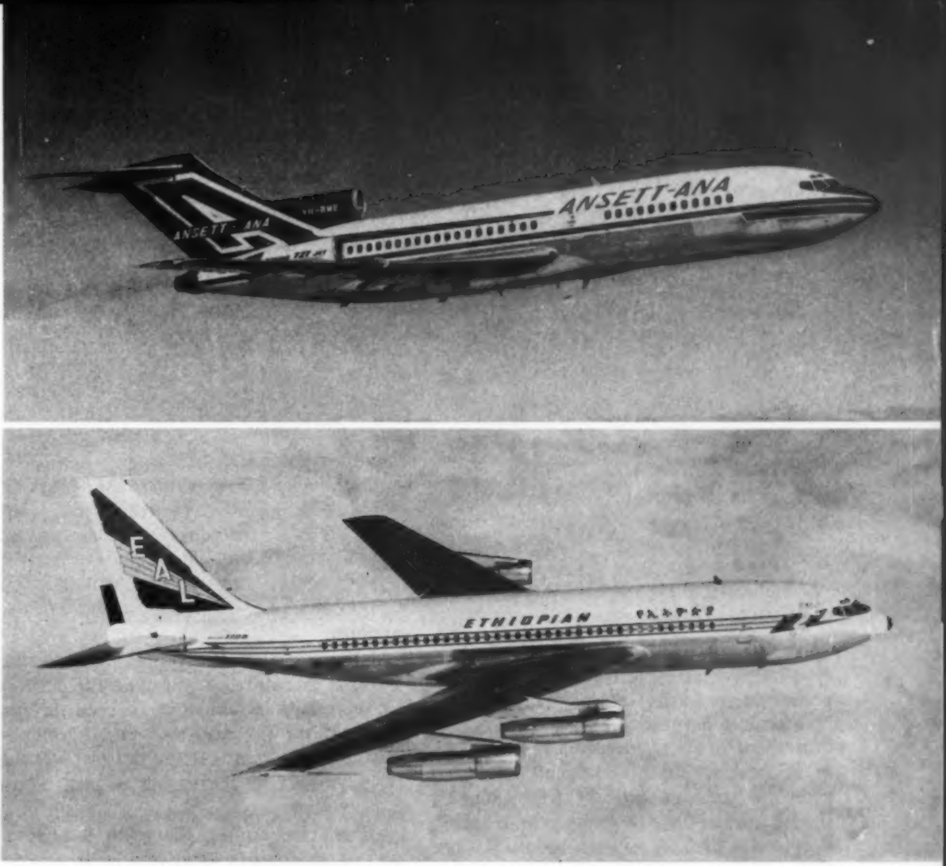
Decorative surface design presents the only opportunity for personalizing the interior. To achieve a distinct character for a national airline, selection of colors and fabrics is specifically mated for the customer.

WDTA's work on Ethiopian airlines is an example of the lengths to which it can go, if permitted by the customer, towards reflecting cultural and national aspects of a particular country in the interior of an airline.

For the snap-in window panels, which offer the best opportunity to make a strong graphic design statement, there is a gold line architectural motif over a color background of the Ethiopian landscape. The motif is drawn to conform to the perspective of the landscape, and features historic sites. The panels, silkscreened in Boeing's plant, make use of the most advanced techniques and are as reflective of a high degree of skill in the art, as well as of modern-mass production methods, as is a fine French printed fabric.

For Ethiopian Airlines, Teague worked directly with His Excellency Prince Dezemach Seyume, now a governor of an Ethiopian province. He was directly concerned with final approval on all design details, along with the general manager of the airlines.

Through Prince Seyume, His Majesty Haile Selassie also expressed his opinion at the final review. To facilitate the execution of the overlay drawings, it was arranged for designers to visit Axum, Gondar and Lalibela. Eugene Sutin, of the Teague staff, in reporting on his



**DISTINCTIVE EXTERIOR MARKINGS** on these Boeing jets were the product of Walter Dorwin Teague research and design work: the bold lines of the Australian Ansett 727, and the Ethiopian Airlines 707 treatment which begins with the Lion of Judah emblem, identified with Ethiopia around the entire world.

odyssey undertaken with Jack E. Nichols of Boeing, told this story:

"We first flew to Axum where the entire populace turned out to meet us at the field since this was the first airplane to land here in six months or more. Further, the townspeople expected it to be their Archbishop and his entourage whose plane had gone on to Gondar. We capitalized on this turn of events since the natives were dressed in their finery which together with the monoliths and church provided colorful photographic material."

"From here we flew to Gondar where we visited castles dating back to the 14th and 15th centuries. These were impressive sights, particularly with regard to their lasting qualities in view of the absence of mortar between the stones such as we know it today. We took several photographs of various angles of the castles.

"On our way to Gondar, we flew over the mountain tops of Lalibela where a rather unique means of communication was employed to inform the native population that we expected to arrive there the next day and also to inform them of the official authorization of our visit as well as requesting them to have the necessary number of mules available at a given field where we expected to land.

"This communication consisted of the pilot circling the mountain top to attract the attention of the natives, then tossing out of the open cockpit window a quart-size, circular paper ice cream carton with the foregoing information enclosed. When we landed at the field the next day, Friday, I am sure most of us were surprised to see that the message had been received and there were more than enough mules available for our party.

"We proceeded by mule from the field up mountain paths and along treacherous cliffs for a distance of some 15 miles to Lalibela. Upon arriving there, it was quite apparent that the best photographic angle for covering these solid stone churches buried within the ground was from the air instead of from the top of the ground.

"We did, however, go into some of the churches which date back to early Christian times and then again began our mule ride back to where the airplane had been left. Our water supply was somewhat low and none of us were aware beforehand of the duration of the mule ride to and from Lalibela; consequently there were numerous cases of sunburn and out and out exhaustion, myself included."

The final product was a motif using Ethiopian gold, representing royalty, and tan for the earth. A colorful touch on the exterior contributes to the individuality of the line—the Lion of Judah, a distinctive characteristically Ethiopian device, appears on the fuselage, a readily identifiable symbol.

Researching design motifs for Quantas airline took WDTA staff members to museums in Canberra. The result is an abstract design for interior window panels featuring flora indigenous to the country.

Ansett ANA in Australia now uses window panel designs showing a map of the city of Canberra.

In the interior of Trans Australia airplanes is a cartoon background showing typical activities of Australians, overprinted with accents of interesting places in each city.

For another client, Iran National airlines, WDTA designed mood-filled views and details of the Temple of Persepolis, a major historical site.

Avianca Colombia combines the indigenous orchid with objects of Incan art, on its Teague-designed window panels.

The interior of Irish airlines sports rugged cobbled walls entwined with shamrocks. The airplanes are named for saints, and a welcome sign in Gaelic offers a greeting. Color—green.

Thus, in most cases, the interior design details offer the flavor and often the only evocation of a national "Gestalt."

Back in 1958, WDTA designed and installed the first full-size mock-up of a typical 707 jet interior.

The mock-up, complete in every respect, includes air conditioning, operable lavatories, day and night lighting, sounds of jet engines, even pretty stewardesses. The mock-up has been seen by 8,000 visitors, and is used by the firm in design consultations to help the layman visualize the whole.

WDTA has found that aviation people, no matter what their nationality, generally speak the same 'language' with regard to hardware. Interior design presents an area more open to individuality.

The jet age, bringing nations so close together so fast, is thus responsible for taking romance away from design, as it brings pragmatic values to the fore. But it still gives the imagination some room, as Walter Dorwin Teague's staff knows.

### NEW EXPORT CREDIT PROPOSALS

# Eximbank looks ahead

## Institution's president announces 17 changes in guarantee and insurance programs

By **HAROLD F. LINDER**
*President and Chairman,*
*Export-Import Bank of Washington*

What is the current thinking of Eximbank's management on some of those proposals for changing export financing practices and facilities which are actively debated today? The topics most frequently raised in comments or articles on Eximbank are, broadly stated, these:

► First, whether Eximbank is overly conservative in its interpretation of the "reasonable assurance of repayment" requirement of its statute;

► Second, whether a so-called "National Interest" fund should be established in Eximbank to finance transactions which even on a liberal interpretation do not offer "reasonable assurance of repayment";

► Third, whether Eximbank should establish some sort of rediscount facility for export paper;

► Fourth, whether Eximbank should greatly broaden its guarantees to commercial banks and, correspondingly, cut back its own direct lending activities; and

► Finally, whether Eximbank's existing programs should be made more liberal, especially in respect of fees, coverage, discretionary authority, advance commitments, and the like.

### Fundamental

Most fundamental is this question: Does Eximbank's view of when to say "yes" and when to say "no" in the marginal case best serve our present national needs? The answer depends on what those needs are. Is the overriding need today the promotion of exports, purely and simply—exports for their own sake—regardless of the risk of non-payment, regardless of what may be the terms, or is the need that of expanding existing markets and developing new ones wherever there is a reasonable prospect that our debtors will be able to meet their obligations?

As bankers know, the present national need, and the need they serve, is the promotion of export *receipts*, not just exports. In today's plethora of slogans, it is sometimes easy to forget that increasing our exports is a means to an end—not an end in itself.

The true significance of exports, whether to stimulate the domestic economy or to contribute to our balance of payments, lies not in the departure of goods or services from our shores. It lies in the *payments* we receive for the exports.

I suggest that the proper role of the Bank is therefore to stimulate the domestic economy when this is appropriate, *but without subsidy*, and at all times—particularly today—to aid our balance of payments by increasing receipts from export sales.

These are among the most important of our guideposts—the standards against which Eximbank's performance should be judged. And we try conscientiously to operate at the outer limits of these guidelines.

I do not imply that those who say that Eximbank is overly conservative use another standard. Our differences frequently come down to nothing more than differing judgments as to how short-run and long-run interests can best be balanced. The manufacturer who argues that to protect our markets we must maintain the flow of exports to a country in severe balance-of-payments difficulties, or who seeks assistance in penetrating new but risky markets, can always claim to have in mind the *long-run* interests of both our economy and our balance of payments. Should he be sufficiently objective he may even recognize that repayment for his sales may be highly doubtful—but if this be so I suggest that he does *not* recognize nor give sufficient weight to the seriousness of our country's present problems.

Is there any yardstick against which to measure whether Eximbank is in fact too conservative in its case-by-case decisions? I fear not. This is a matter of judgment, and into that judgment go a substantial number of considerations—political, economic, financial—which some of our critics cannot be expected to weigh or possibly even consider. Yet a reasonably dispassionate look at the contentions of some of our friends and critics may be instructive.

*This article was adapted from an address by Mr. Linder to the annual meeting of the Bankers' Association for Foreign Trade.*

The proposition most frequently cited is the generalized statement that the United States is losing export sales because Eximbank will not offer credit support as liberal as that made available by other governments.

### Need evidence

If this is true to any significant extent, we at Eximbank have been hard put to find evidence to support it. Our conviction is that the export credit facilities offered by Eximbank and other U.S. Government agencies are superior to those of any other country. We at Eximbank try to make it clear that we will consider meeting any foreign government's support for its commercial exports. If we are failing to do so in any significant number of specific cases, we would like nothing better than to know of it.

The Bank cannot weigh and judge the complaints unless it has the relevant facts.

To obtain these facts, we have established a group within the Bank to hear and assess complaints on any cases where it is clear that an export was lost just because a competing foreign exporter had better financial support from his government. Although there must be cases of this kind, we find it surprisingly difficult to get the facts on them.

We do not deny that U.S. exporters may from time to time lose sales which foreign exporters may win with government support, just as our exporters do. In a competitive world no country, regardless of its credit facilities, can expect to get all of the business all of the time. For years the United States Government has sought to persuade other industrialized nations to assume a greater share of the aid burden to developing countries. As you know, practically all such aid is "tied"; that is, it is made available

AUTHOR OF THIS ARTICLE, Eximbank's president Harold F. Linder (right) is shown signing a loan agreement with an Argentine steel official, Gen. Pedro F. Castineiras, president of the SOMISA authority.

through the sale on long terms of goods and services originating in the lending country. This of course means that the United States cannot at the same time expect greater participation by other industralized countries and not expect them to take a share of the business.

We also hear that Eximbank must be too conservative because it has earnings, pay dividends to the Treasury, and has accumulated a reserve of a billion dollars. It is of course an insufficient answer merely to quote our statute: "Net earnings of the Bank after reasonable provision for possible losses shall be used for payment of dividends on capital stock." The real issue is whether our present "provision for possible losses"—our accumulated reserves—has passed the "reasonable" level.

Again, this is a matter of judgment. As the Chairman of one of the Congressional Committees is fond of reminding me, we will never really know the adequacy of our reserves until the Bank is liquidated. But some figures may be helpful.

## Total commitments

As of this time the Bank has total commitments of over six and one-half billion dollars—some two billion two hundred million dollars in so-called "C" and "D" markets, the high-risk countries. At least seventy million dollars of our loans are in protracted default. There are others we could place in this category. In the last five years, we have had to refund $263 million of maturities to avoid further defaults.

For example: in one country we are owed $275 million. Last year $38 million of principal of this country's loans came due. Of this, we were paid $24 million. We refunded the difference, calling for repayment over the next seven years.

In a second country we are owed $718 million. Last year $47 million of principal was due. We received $9 million and refunded $38 million.

In a third country there is owed to us $192 million. Last year $24 million of principal came due. We were paid $6 million and we refunded $18 million.

Eximbank's share of the total official external debt of these countries is also significant. In the first country to which I referred, over 15%, in the second over 33%, and in the third over 23% of the total official external debt is owed to the Export-Import Bank—not to the United States Government as a whole, but to Eximbank alone.

These are figures which we cannot ignore. To add substantially to the debt burden of these three countries—or any country similarly situated—could well jeopardize that country's ability to service not only new debt but its existing foreign obligations to others as well as ourselves.

These figures, I think, clearly justify our present level of reserves—not a lower one. They represent less than 15% of our total commitments, and 37% of this exposure is in high-risk markets. As we expand our commitments—and we hope and expect to do so in the near future—we may need every dollar set aside for contingencies.

There is another general misapprehension which I think it appropriate at this time to endeavor to correct. It is that since other export credit insurers—especially the Export Credit Guarantees Department in Great Britain—guarantee a higher percentage of national exports than are assisted by Eximbank alone, then Q.E.D.—Eximbank must be more conservative than they are.

It is true that our volume of loans, guarantees, and insurance constitutes a smaller percentage of total exports than is the case in some of the other industrialized countries. But the conclusion that we are more conservative, or even less apt, certainly does not follow. It fails to take account of many differences in the economies and trading patterns of the United States and the United Kingdom, to continue with that country as illustrative. Let me cite a few of these differences:

- A sizeable volume of U.S. exports are shipped under A.I.D., Department of Agriculture, or Department of Defense financing arrangements, and therefore do not require Eximbank assistance. United States exports to the least developed countries, where the need for insurance coverage is greatest, are covered to a considerable extent by such arrangements.
- Bulk commodities comprise an unusually large share of U.S. exports; consequently a disproportionately large share of U.S. merchandise sales are for cash or on such short terms as to require no insurance.
- A major share of our exports go to Canada, all on an uninsured basis.
- U.S. corporations are larger and more soundly financed. They are therefore better able to be self-insurers of their export credits than are their overseas competitors. Export insurance is widely used by British firms on sales to European and, I emphasize, to U.S. customers.
- Proposals coming to us either through you or via F.C.I.A. are quite appropriately selected against us. One of the three largest automobile manufacturers uses our facilities to a limited extent to cover his higher risk sales. The other two do no business with us on automobile or truck sales. One of the four major tobacco companies insures a portion of its business. The other companies prefer to be self-insurers, and so it goes.
- Finally, a very significant share of our exports are shipped by U.S. companies to their foreign subsidiaries and affiliates. These exports seldom require government assistance.

Our answer to whether we are too conservative is related to our thinking on the the second topic of current debate—the proposal for a so-called "National Interest" fund. It has been suggested that Eximbank, using appropriated funds, provide export financing on concessionary terms for transactions which, in our opinion, frequently will not offer reasonable assurance of repayment, even on a liberal construction of that criterion.

Our position has been, and continues to be, that creation of such a "National Interest" fund is not really necessary. The United States Government—through the Agency for International Development, the Department of Agriculture, the Department of Defense, and of course through the Export-Import Bank itself—already engages in far, far more "National Interest" export financing than any other government in the world. The figures which I have given you seem to me clearly to attest to Eximbank's willingness to take risks where in our judgment there are good reasons for so doing.

## Rediscounting

The third topic of current debate is whether Eximbank should establish a rediscount facility for export paper. We see no legal impediment to such a step. In the past, we have believed that banks and exporters had sufficient funds to carry the paper which might be eligible for rediscount by us. We therefore saw no real need for the facility. The very opposite, in fact: Eximbank sought in a number of ways to use *private* funds to finance our own activities—by our guarantee and insurance programs and our participation sales. To reverse this trend, and greatly increase our need for fresh funds, is a step we cannot take without most careful consideration.

Nevertheless we recognize the change in circumstances—in particular, that bank liquidity is severly curtailed. We have therefore undertaken a thorough re-examination of the rediscount proposal. The Board of Governors of the Federal Reserve System is cooperating in our study, and other interested agencies are giving the matter active consideration. We have made real progress in the past few weeks, indeed in the past few days. We shall be in touch with you again soon on this subject.

Now I would like to turn to a subject which has been raised by a few of your members—namely, should Eximbank turn over more of its long-term direct lending to commercial banks for financing under our guarantee? We have done a modest amount of longer term guarantees—what we in the Bank refer to as "financial guarantees." These have been done under our 100% cover and we have split our interest with the commercial bank, believing this more appropriate than to charge a separate fee for our guarantee. We have also sold to the commercial banks under our guarantee some specific large loans made by us, under a like split of interest arrangement.

Generally these have been related to sales of jet aircraft, diesel locomotives, and smaller plants—equipment now calling for terms beyond the usual five-to-seven year limit of our bank guarantee program. This financing traditionally has been brought directly to Eximbank by the potential borrower. Eximbank therefore sets the interest, at our prevailing rate for direct loans.

When we decide to lay off some of these credits to commercial banks, we extended our full guarantee. Consequently we concluded that the return to the commercial bank should not exceed a reasonable rate for our fully guaranteed paper, by allowing the commercial bank, say, 4¾% out of a 5½% interest rate.

So long as yields on agency paper were around 4¾% banks were happy to receive a comparable yield on this type of guaranteed credit. Today's agency yields —and the commercial bank's own borrowing rates—are well above this level. Therefore, if we are to continue to place some of this business with commercial banks, or if they are to bring us more of their own longer-term business for our guarantee, we will have to do one of three things: raise our interest rate to all borrowers; raise our rate in those cases like airplanes where the usual financial guarantee is possible; or invent a new pattern which does not involve a split of interest.

## Positive choice

At this time, we are quite reluctant to raise our interest rate. To increase the cost of exports in this manner will not benefit either exporters or our balance of payments. Nor do we feel that we can discriminate against aircraft, locomotives, or similar products by raising our rate only on those credits in order that this special category of loans may be done under a financial guarantee.

This leaves the third possibility: devising a new form of guarantee. This we *now* will do. In addition to continuing financial guarantees as in the past, when an appropriate division of interest can be agreed upon, we will offer an alternative to the commercial banks:

Where a commercial bank is prepared to make a direct loan to the borrower abroad, as distinguished from buying the borrower's paper from the exporter, on terms acceptable to us, Eximbank is ready to issue a guarantee subject to these provisions.

It must have acceptable answers to any questions about the transaction, by which I mean that the borrower must supply us through his commercial bank or directly the information which we regard as necessary to justify our commitment.

The commercial bank must carry the early installments up to 30% for its own account; that is, without either a political or commercial risk guarantee from us or FCIA on those installments.

If these conditions are met, we will give an unconditional guarantee on all later installments, for which we will charge an appropriate fee. And in such cases we will not limit the amount of interest charged by the lending commercial bank. Indeed, we will guarantee payment of interest on the later installments up to 6 percent. We will not require a cash payment by the buyer or a participation by the suppliers.

## Three possibilities open

I must emphasize, however, that what I have described will be one of three—not two—possible ways of handling a direct loan. We will issue our guarantee as just outlined; *or* we will issue a financial guarantee with a split of interest; *or* we will make a direct loan ourselves at our going rate of interest if the borrower wishes to approach us directly. Even if a commercial bank is laready endeavoring to provide financing on the prospect of our guarantee, we cannot justify closing our doors to our traditional borrowers, or to other long-term borrowers, so long as our exporters find themselves faced with interest rate competition from abroad.

A few may say that we are being unmindful of that part of our statute which directs us to "supplement and encourage and not compete with private capital." But as Al Smith was wont to say, "Let's look at the record."

In the short-term field we operate only in conjunction with the FCIA.

In the medium-term field, all of the business is channeled through either FCIA or commercial banks. These are the two areas of traditional interest to banks.

In the long-term field (where the size of the loan is usually so great as to limit those interested to only a relatively few of the largest commercial banks), the volume of Eximbank direct credits far exceeds the present appetite of the commercial banks; and the nature of most of these loans is neither to their taste nor within their traditional field of activity. And in respect of the relatively

**EXIMBANK FACILITATES AND FINANCES U.S. WORLD TRADE** in cooperation with private enterprise.

few loans which could conceivably be attractive to commercial banks or even investment bankers, we satisfy ourselves by questioning the borrower and by applying our own judgment as to whether private financing, unsupported by our guarantee, is feasible. If there be an issue, it then relates to those long term loans made directly by Eximbank which a commercial bank might be prepared to finance *with* an Eximbank guarantee.

I cannot concede that Eximbank competes with the commercial bank when it makes a long-term loan which a commercial bank would make *if*—but *only* if—the Eximbank were willing to accept a major portion of the risk. This is not what I conceive to be competition. Nevertheless as I said, we now have a device which will enable commercial banks to engage in this type of lending to private borrowers under substantial guarantee from us. It will give the commercial bank the opportunity to initiate or preserve the relationship with a good foreign customer, and has the compensating advantage from our point of view that the commercial banking system is providing the necessary funds.

There are cases, particularly when governments, quasi-governmental institutions, or even some very large "private" companies are involved, when none of these arrangements will prove feasible—where it is essential that the borrower deal directly with the United States Government. Nor can the competitive position of our country's manufacturers be jeopardized by denying them our facilities at times when it is impossible, or at least not feasible, for the commercial banks to meet Eximbank's 5½% rate.

So I have endeavored to make it clear that in all areas—short, medium, and long term—we neither have competed nor intend to compete but rather have in fact supplemented private capital.

I come now to a series of proposals for liberalizing our existing insurance, guarantee, and direct lending programs: 17 changes which our Board of Directors and, where necessary, the Foreign Credit Insurance Association have just authorized. Most of these changes have been under consideration for some time; others have been suggested or modified by our study of the "Report of the Action Committee on Export Financing of the National Export Expansion Council."

- I described earlier one additional proposed method of guaranteeing longer-term credits made by commercial banks directly to foreign borrowers. It does not preclude the arrangement, when money markets permit, of a split of interest with the commercial bank and 100% guarantee by Eximbank. And of course both of these are outside the scope of our regular medium-term bank guarantee program.
- We will reduce our guarantee and insurance charges for "C" and "D" markets—by about 15% in "C" markets and 25% in "D" markets.
- We will permit lower cash payments in most "C" markets.
- We will increase substantially the discretionary authority of the commercial banks and FCIA to commit Eximbank in medium-term cases.
- We will authorize the commercial banks and the FCIA to make minor amendments to transactions previously approved by Eximbank, without requiring them to obtain our approval before acting.
- We will give FCIA discretionary authority to issue political-risks-only policies in a large number of markets.
- We will add foreign commercial banks to the list of acceptable guarantors on certain medium-term sales to public buyers. Traditionally, we have required a Central Bank or Ministry of Finance guarantee.
- The Eximbank Loan Committee, which meets daily, will be authorized to act on cases where Eximbank's liability under the transaction does not exceed $400,000—double the present $200,000 figure.
- Eximbank's senior officers will have added individual authority to make certain changes in previous Board or Loan Committee authorizations.
- We will revise the guidelines which relate the size of an order to the length of term of the credit so as to permit longer terms for smaller orders. Our willingness to make exceptions to the guidelines in appropriate cases will be reemphasized.
- We will no longer require that balance sheets of the buyer be submitted in certain cases where the guarantor and credit reports are satisfactory to us.
- In appropriate cases we will permit the use of bills of exchange or drafts in medium-term cases. Heretofore we have required promissory notes.
- After the first half of the installments on certain guaranteed or insured credits of three years or more have been paid as due, we will extend the coverage, without additional charge, to 100% of loss.
- Today we require that all sales covered by our guarantees and FCIA insurance be denominated in dollars. We will hereafter provide cover for short-term credit sales denominated in foreign currencies—but not to the extent of covering the exchange risk.
- We will permit annual payments—rather than semiannual, quarterly, or monthly—in appropriate cases.
- We are occasionally asked to commit ourselves in a specific case as to a certain market before the credit information is worked up. When we give such specific advance political risk commitments, they will hereafter be firm and non-cancellable on that transaction for a ninety-day period.
- In appropriate cases we will guarantee a contractor's equipment in use overseas against loss due to expropriation, war, or inability to re-export.

These changes and those being considered are evidence of the flexibility of approach, the willingness to find new solutions to new problems, which I believe have characterized Eximbank throughout its many years of service.

# Industrial goods, export services, new 'E' winners

AWARD CEREMONY IN SALT LAKE has John T. Potts (left), president of Galigher Co., beaming. He was presented with the "E" for export Award by Roy L. Morgan of the U.S. Commerce Department.

AMERICAN EXPRESS COMPANY president Howard L. Clark (second from right) accepts President's "E" emblem from Secretary Connor as company officials Elliott Lawes and Steven Halsey look on.

The Galigher Co. of Salt Lake City, Utah and the New York based American Express Co. are the latest of the nation's businesses honored for export activities.

The Galigher Company, producer of industrial supplies and equipment, became the fifth Utah firm to receive the President's "E" Award for export excellence in a ceremony April 19.

John T. Potts, president of the company, accepted the award from Roy L. Morgan, director of the Office of Field Services of the U.S. Department of Commerce, in a ceremony at the Hotel Utah. Representatives of the Utah Regional Export Expansion Council, the State's World Trade Association and Manufacturer's Association, and the Salt Lake City Rotary Club attended.

Galigher received the award for significant export sales of flotation machines, automatic and hydraulic samplers, geary reagent feeders, and sump pumps.

The firm attributes its export success to careful attention to details and economy of each project.

Company personnel frequently consult with overseas distributors to develop further applications for Galigher equipment and for follow-up on servicing.

The company now earns 25% of its total business overseas.

The American Express Company was cited by Secretary of Commerce John T. Connor, in an "E" Award ceremony on April 25, for its work to increase exports. The Secretary presented the award to Howard L. Clark, American Express President, in recognition of the company's service, which "has helped many American firms make their initial start in world trade and has assisted established exporters to expand their operations."

AE's Export Marketing Service draws on the facilities of the company's Overseas Banking Division, with 49 offices in 16 foreign countries, and the International Freight Division, with offices in key seaports and airports in the U.S., to provide a full range of services to U.S. exporters from market research to translating correspondence.

# Detailed U.S. commercial reports on foreign markets go on sale

## Were formerly furnished to U.S. businessmen on 5-day loan at Commerce offices; can still be borrowed there

U.S. businessmen can now obtain, for their permanent files, copies of the Commerce Department's most detailed commercial reports on foreign economies.

Through its publications clearinghouse, the Commerce Department is making available the texts of the commercial reports which each U.S. Embassy's commercial office is required to submit at regular intervals.

Each report is written by a specialist whose practiced eye recognizes the need to correct false rumors and give straightforward evaluations of the business outlook, the significance of a change in Governmental officials, the businessman's need for detailed information. There's even an occasional touch of high drama.

These are excerpts from the reports, from several representative countries:

"Local press reports triggered a story that oil had been found in the Western desert near the Fayoum area. Before the false rumor could be squashed, a good deal of foreign coverage added to the confusion. The Pan American UAR Oil Co. drilled its well in that concession area on Oct. 30, but no oil has yet been found."

### Further example

'Since the present paucity of internal sources of financing will continue for some years, the Mauritanian Government can be expected to adhere to its liberal foreign investment policy."

"Eight carloads of pineapples were shipped from Santa Cruz to Argentina in December."

"A former director of COMBOFLA, the Bolivian wool marketing organization, aired a series of charges against the directors of the organization. the executives were suspended and the whole affair received heavy newspaper coverage. In the end, no illegal acts were discovered and the suspended men were reinstated."

The results are not always so happy, however: "The Minister of Public Works claimed that although an inventory of equipment taken from the expropriated company showed a value of $4.48 million, the former owners were claiming indemnification for a much greater sum."

"Various ministries including Industry and Agriculture were reorganized to improve efficiency and reduce waste. Authority was decentralized and now General Organizations handle specific areas of the economy. Dr. Sidky was replaced by Dr. Khalil as Deputy Prime Minister for Industry, and Younes moved from Suez Canal Chief to Deputy Prime Minister for Transport."

### Best available data

These reports provide accurate, reliable, and current economic information and serve as basis on which many of the Department's decisions concerning overseas activities are based. The reports were formerly available to U.S. traders on a five-day borrowing basis.

The first eight economic summaries available for purchase are: **Aden**, Economic Summary for 1965, Clearinghouse No. DIB-66-24; **Bolivia,** Fourth Quarter 1965, DIB-66-29; **Japan,** Fourth Quarter 1965, DIB-66-28; **Mauritania,** Economic Summary for 1965, DIB-66-31; **Syria,** Fourth Quarter 1965, DIB-66-27; **Tunisia,** Second Half 1965, DIB-66-25; **UAR,** Fourth Quarter 1965, DIB-66-26; and **Uganda,** Economic Summary for 1965, DIB-66-30.

### Length varies

Length of the reports varies from eight pages (Mauritania) to 30 pages (Tunisia). The charge for the Tunisian report is $2; all the rest are $1 apiece. They can still be borrowed from the Commerce Department's 42 Field Offices, if businessmen prefer not to buy the reports, or would rather look at them before ordering.

**Write:** Clearinghouse, U.S. Dept. of Commerce, Springfield, Va. 22151. Attn.: Code 410-66, or order from any Commerce Field Office. Please refer to the appropriate Clearinghouse DIB number.

Subsequent reports will be mentioned on the "New Books and Reports" page of this magazine as they become available.

# Latin America, Japan are topics at AMA sessions

Briefing sessions on doing business in Japan and Latin America will be held by the American Management Association in New York City during the next two weeks.

Doing Business In and With Japan will be treated at the May 9-11 session under the chairmanship of Jiro Murase, partner, Baker, McKenzie & Hightower, New York and Tokyo.

Discussion leaders will include Leroy Frantz, Jr., International Flavors and Fragrances, Inc.; J. Austin Wood, Wolverine Shoe and Tanning Corp.; Everett Checket, Socony Mobil Oil Co.; Elmer J. Tolle, Instron Corp.; Raymund A. Kathe, First National City Bank; James C. Abegglen, Boston Safe Deposit and Trust Co., and Wilbur D. French, Control Data.

Latin American business practices will be the topic at the May 16-18 session under the chairmanship of Lowell K. Hanson, Overseas Div. general manager, Continental Can Co.

Guest speakers will be Elliott E. Vose, Singer Sewing Machine Co.; C. T. Paquette, Corning Glass Works; P. De Wilde, PurOlator Products, Inc.; Enrique Bledel, Coca Cola Export Corp.; John V. Deaver, Chase Manhattan Bank; S. J. Rundt, S. J. Rundt & Associates; Pedro Pi-Sunyer, Standard Oil Co.; Neil J. Paterson, International Finance Corp., and Frederick C. Rieck, American & Foreign Power Co., Inc.

## Kaiser's Brazil affiliate gets loan to buy U.S. goods

A $1.5 million Alliance for Progress loan to Willys-Overland do Brasil, S.A., will be used by the Brazilian affiliate of Kaiser Jeep Corporation to purchase U.S. equipment for expansion of their foundry and die room. Included in this equipment are items for production of hot box and shell molds, contouring milling machines, a press and quality control equipment.

Through the Eximbank loan, U.S. suppliers will be paid in cash upon shipment. These suppliers include. Pratt & Whitney of Hartford, Connecticut; Milwaukee Foundry Equipment of Milwaukee, Wisconsin; Giffels & Rossetti International of Detroit, Michigan; Pangborn Corporation of Hagerstown, Maryland; and Jarrell-Ash Company of Malden, Mass.

# Trade mission from Texas city sells in Mexico

## Enthusiasm prompts Lubbock Chamber to plan new mission

An exploratory mission which went out from Texas to Mexico earlier this year with an appetite for trade reports that its visit was seasoned with actual sales in addition to a number of valuable contacts.

Organized by the Lubbock Chamber of Commerce and approved by the U.S. Department of Commerce, the group's enthusiasm for the trade mission as a selling tool has prompted the Chamber to request Commerce Department sponsorship of a similar mission to Central America early next year.

The 12-man group from the "Hub of the Plains" spent a week in late January determining the possibilities offered by the Mexican market and the best ways of exporting to that country.

The businessmen members talked about their products with businessmen in Mexico City, Monterrey, and Torreon. The bankers talked with Mexican bank officials. Producers and dealers in farm equipment and materials talked with users of such products.

### Follow-up sales

Several sales were made during the working tour, and a substantial bit of business has been done by virtually every businessman who participated, since the group returned, the mission has reported to the Commerce Department.

Individual members are following through on a variety of expressions of interest, and have appraised the possibilities as excellent.

Robert L. Reinhardt, executive vice president of the Hancock Manufacturing Co., was the mission leader. He was assisted by Don Lewis, manager of the Economic Development Department of the Lubbock Chamber. Other members were:

J. Collier Adams, attorney; Elmer Adams, managers, A & B Tractor & Equipment Co.; Peter B. Durham, contractor; Sterling Adams, vice president, First National Bank of Lubbock; Francisco Gonzalez, manager, Texas Commodities Co.; John R. Hildebrand, associate professor of economics, Texas Technological College; M.D. Lacy, chief agronomist, R.C. Young Seed & Grain Co.; Randolph T. Mills, president, Gear, Clutch & Joint, Inc.; Del Wells, manager, Redi-Rain of Texas, Inc., and B.R. Wienke, farmer.

# Virginia now has world trade survey as export guideline

## Richmond school, state unit collaborated on key study

Virginia has the word—State industrial development officials released findings of a world trade survey, which concluded that the greatest potential growth in markets for Virginia products lies in exports.

The survey was sponsored by the Industrial Development Division of the State. Results were tabulated and the report written by research personnel at the University of Richmond.

Questionnaires received in the world trade survey showed export sales of Virginia manufactured commodities totaled $188,786,982 in 1964, not including exports of agricultural products and coal.

### Five-point plan

The 84-page report concluded with a five-point program of recommendations:

1. Stimulation of wider interest in exports of Virginia products.
2. Provision for a central agency to serve as a broker between foreign markets and Virginia producers, bringing together the foreign contact who wants to import a product and the Virginia company which sells that product.
3. Greater cooperation and exchange of knowledge between Virginia firms now engaged in foreign trade and those desiring to become exporters.
4. Establishment of a study and information center for up to date facts on trade that would be available to Virginia firms interested in export.
5. Planning of overseas visits by Virginia businessmen to obtain first-hand knowledge of foreign trade operations and markets.

The report stated that if followed through the five-points "should with comparative ease generate a 10% expansion in Virginia's export trade over the next three years."

# Puerto Rico mission in Caribbean area seeking new business

## Group is carrying 82 specific offers from Commonwealth firms

A trade mission from Puerto Rico arrived in Antigua April 17 to start a two-week trip promoting Puerto Rican trade in the Caribbean.

The seven-man mission was planned and organized by the Commonwealth Department of Commerce in cooperation with the Puerto Rico Regional Export Expansion Council and the U.S. Department of Commerce Field Office. The mission was sponsored by the U.S. Department's Bureau of International Commerce.

Pedro Bonilla Torres of the Puerto Rico Department of Commerce heads the group. Other members are Luis Camacho, Puerto Rico Chamber of Commerce; Anibal Abreu, Instant Distributing Corp.; Juan Padilla, Derrier Laboratories Inc.; William Vargas, Sta-Rite Export Corp.; Joe Moura, Blacco Co. of Puerto Rico Inc.; Rafael Perez, Banco Popular de Puerto, and Harry Ambrose, Molinos de Puerto Rico.

Members of the mission are specialists in pharmaceuticals, textiles, paper products, metals, electronics products, foods, plastics and industrial chemical products. They are carrying 82 specific proposals from Puerto Rican business for businessmen in the Caribbean.

They are holding conferences with businessmen in Antigua; Barbados; Port-of-Spain, Trinidad; and Georgetown, British Guiana.

This is the second such mission to go out from Puerto Rico. The first visited Panama and Central America in October and November 1965.

## Los Angeles to world

About 35,000 copies of a booklet on resources and business facilities in the Los Angeles-Long Beach area will be distributed throughout the world as part of the observance of World Trade Week May 22-28. It will be made available through the Los Angeles commercial representatives of 19 countries, through sea and air carriers and through 180 chambers of commerce abroad.

# Automotive accord between U.S., Canada called step in right direction for both

## Commerce's McNeill praises solution at trade meeting in Vancouver; production increases, employment up on both sides of the border

The 1965 Automotive Products Trade Agreement between Canada and the United States represents a positive development for the North American automotive industry, a step that is benefitting both countries.

While it is still too early to determine the full effect of the accord, strong demand is supporting high levels of production and increased employment on both sides of the border.

Dr. Robert L. McNeill, Deputy Assistant Secretary of Commerce, stated this last month at the General Conference of the Pacific Northwest Trade Association in Vancouver, British Columbia. McNeill was personally involved in the agreement negotiations, begun in 1964.

U.S.-Canadian automotive trade has increased in both directions. Canadian exports of automotive products to the United States (as indicated by U.S. import statistics) more than doubled in 1965 over 1964. According to preliminary data, U.S. imports of motor vehicles and parts from Canada increased from $76 million in 1964 to $164 million in 1965. At the same time, United States automotive exports to Canada have also increased substantially, from $654 million in 1964 to $838 million last year.

The Agreement removed U.S. duties in certain automotive products from Canada. The Canadian Government previously had withdrawn a plan for remission of tariffs that had concerned many U.S. manufacturers.

### Started in 1962

The conflict began in November 1962, McNeill said, when Canada introduced the plan and U.S. manufacturers asked the Government to impose countervailing duties on imports of auto parts. This, he said, "most likely would not have improved the basic condition as far as United States manufacturers were concerned," especially if Canada then were to adopt other unilateral measures.

"If the differences were to have ended in trade retaliation and counter-retaliation, the consequences for North American commerce and general commercial relations could have been harmful for both countries and for the North American industry," he said.

Negotiations about the issue were begun in June 1964. Canada had sought to increase automotive production and exports and to raise the share of the U.S. market. The United States' objective was the best way to preserve the substantial export market in automotive products in Canada.

McNeill pointed out that various alternatives to the problem were considered by both governments. The conclusion was that the "most constructive would be a mutual attack on Canadian and United States barriers to trade in the automotive sector." The Commerce Department official said the solution "was based on recognition of the fact that at the heart of the problem was a unique situation—a single industry, with plants located on both sides of the border, but artificially divided by economic barriers into two disparate segments."

### More to come

McNeill told the conference delegates that the Agreement, while a major step forward, "does not immediately free the United States-Canadian automotive industry of all trade barriers." Duty-free treatment into Canada is allowed only for automobiles and original equipment parts; replacement parts are not included. It is further allowed only when the specified products are imported by a manufacturer who keeps at least the same ratio of production of cars in Canada to sales of automobiles in that country as there were in the model year of 1964.

In the United States, Canadian motor vehicles are duty-free as are parts intended for use as original equipment.

McNeill said the Agreement "not only provided a solution for a difficult existing problem; it also represents a positive development for the North American automotive industry and for United States-Canadian automotive trade. In concluding the Agreement, Canada and the United States have joined in a relationship that will allow the development of a single North American automotive industry on the basis of efficient and rational production."

See INTERNATIONAL COMMERCE, Nov. 1, 1965, page 6, for an earlier story on the Agreement.

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# Reciprocity seen as central factor in flow of commerce

## Scientific apparatus makers hear BIC director's talk on prospects

The "spirit of reciprocity" in international exchanges of goods and skills was highlighted by Lawrence A. Fox, Bureau of International Commerce director, in a talk at the recent annual meeting of the Scientific Apparatus Makers Association in Boca Raton, Fla.

U.S. policy, he said, calls for implementation of the 47-nation Florence Agreement on importation of educational, scientific and cultural materials. H.R. 8664, a pending bill on the subject, is of particular significance to the association's members, Fox noted, because under such legislation "more nations would extend reciprocal duty-free privileges" to the industry's products.

He described the bill's provisions on scientific instruments and apparatus as allowing duty-free entry if equivalent products are not made domestically and the products are imported by non-profit institutions. The Commerce Department, Fox said, would be responsible—with the aid of groups like the association's special committee on the Florence Agreement—for making a judgment as to whether there is an available U.S. equivalent for the particular kind of scientific apparatus a non-profit institution wishes to import duty-free.

With regard to the U.S. industry's export opportunities, the BIC director said they are greater this year than in 1965 because of stepped-up economic activity in industrialized countries as well as growing potentials in developing countries.

He cited recent and forthcoming Commerce Department-sponsored events calculated to help the industry's export program. Among recent successes:

► Almost $41,000 in on-the-spot business for 19 U.S. exhibitors of testing and measuring equipment at the London Trade Center last year, with show-generated additional sales expected to top $1.3 million in a year's time.

► At last year's Basel fair, $42,000 in on-the-spot sales for 50 American exhibitors, with after-show sales expected to reach $5.2 million within a year.

## TRADE CENTERS, FAIRS, MISSIONS

# United States overseas

The export promotion dates on these three pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. trade center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described on the opposite page.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade center shows, held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

**Write:** Bureau of International Commerce, Code 938, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with the help of the Government.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 918, Department of Commerce, Washington, D.C. 20230.

**Security and fire prevention and protection equipment. UNITED KINGDOM.** The U.S. exhibit will include burglar, fire and vehicle alarms, safes and security locks, personal call systems, computers, telephonic scramblers, valuable metal detectors, Regiscopes, pressure mats, microfilm, closed circuit TV, video tape recorders, central station controls, fire alarm batteries, sprinkler systems, fire tenders and related state-of-the-art devices. **London Trade Center. May 10-20.**

**Space fully booked**

**Specialized equipment for industrial modernization. JAPAN.** Four specially chosen categories of advanced industrial equipment have been earmarked as having unusually attractive sales possibilities. Process control computers, industrial filtration equipment, fluid power devices and specialized industrial components will be featured. **Tokyo Trade Center. May 17-27.**

**Space fully booked**

**Mechanics' hand and power tools, automotive testing equipment, engine maintenance and repair equipment. THAILAND.** Rapidly expanding automobile market in Thailand needs hand and electric power tools, air or hydraulic tools and heavy machinery for garage and service stations. **Bangkok Trade Center. May 18-31.**

**Space fully booked**

**Industrial fasteners. SWEDEN.** The U.S. commercial exhibition will feature advanced mechanical fasteners and assembly equipment for Sweden's growing industries—particularly in the automotive, aircraft, electrical, engineering, timber, plastics and related fields. The show will include all types of labor saving equipment and devices of interest to the Scandinavian manufacturers in cutting production costs. **Stockholm Trade Center. May 20-27.**

**Space fully booked**

**Instruments, components and computers. UNITED KINGDOM.** The British Government is encouraging industry to modernize. The situation demands the importation of instruments, components, and computers. U.S. manufacturers, already suppliers at the rate of $30 million a year, can sell more. **I.E.A. exhibition: The Olympia, London. May 23-28.**

**Space fully booked**

**Production equipment for the electronic industries. ITALY.** Urgent need exists for U.S. production equipment to solve rising labor costs and technological obsolescence throughout Italian electronic industries. Reports from recent exhibit at the Trade Center in Frankfurt confirm strong demand for U.S. equipment judged 5-7 years ahead of European competition. **Milan Trade Center. June 9-15.**

**Executive aircraft and accessories. UNITED KINGDOM.** Business and private flying in the U.K. has grown considerably in recent years. More and more commercial and industrial companies are turning to private and executive aircraft. Over 1,400 such aircraft are registered now in the U.K. and the number appears to be increasing at 150 a year—an interesting indication of a growing market for U.S. executive aircraft manufacturers. The U.S. exhibition will also include panel instruments for light aircraft as well as Com-Nav equipment including VHF multi-channel transceivers; VOR/ILS airborne sets; and inexpensive, lightweight, low-drain ADF. Exhibitors may arrange for demonstration flights of their aircraft at a nearby London airport. **London Trade Center. June 14-18.**

**Specialized machine tool accessories and precision gauging equipment. JAPAN.** The most sophisticated and advanced U.S. machine tool accessories and precision gauging devices will be featured in this unique exhibition. The sales outlook for these items is particularly bright. **Tokyo Trade Center. June 14-24.**

**Space fully booked**

**Hotel, restaurant, catering equipment and automotive maintenance equipment. ISRAEL.** The emphasis on attracting tourists by the Israeli Government will afford American manufacturers of this equipment an opportunity to sell in this market. A total of 5,500 hotel rooms are planned within the next five-year period. Of the $100,000,000 investment in this area, one-third will be underwritten by the Government. The increase in automobiles, buses, trucks, and other vehicles will require upgrading of the automobile service and maintenance equipment necessary to keep these vehicles in operation. **International Trade Fair, U.S. commercial exposition. Tel Aviv. June 21-July 9.**

# exhibitions

**Space fully booked** **Business machines and office equipment. THAILAND.** The continuing trend of new and modernized business establishments, factories and improved educational standards has contributed to a growing demand by Thai companies, schools, institutions and governmental departments for a broad range of these products. **Bangkok Trade Center. June 29-July 12.**

**Space fully booked** **Specialized machine tools, packaging machinery, and industrial instrumentation. MEXICO.** A $1.3 billion industrial development program signals a promising opportunity for U.S. manufacturers to expand sales in neighboring Mexico. **U.S. solo exhibition. Mexico City. Aug. 1-13.**

**General industrial, office and agricultural machinery. TURKEY.** Machinery and equipment in the following categories will be exhibited: general industrial, agricultural, office machinery, construction, materials handling, food processing and packaging. American firms can participate in this international trade fair only through their agents and distributors in Turkey. The Turkish Government will make an additional import allocation available to participants in national pavilions. Final date for filing for this allocation was March 18. **International Trade Fair, Izmir. Aug. 20-Sept. 21.**

**Oceanographic equipment. WESTERN EUROPE.** European government agencies and scientific institutes are expanding their programs to increase knowledge of the sea and the ocean floor. Overseas business firms are looking with more interest at the sea's commercial possibilities. American companies with advanced hardware and services within the various oceanographic fields will benefit directly through the first U.S. commercial exhibition in this field. **Frankfurt Trade Center. Aug. 31-Sept. 7.**

**Nuclear materials, equipment, instrumentation and services. SWITZERLAND.** American manufacturers in the nuclear field have the opportunity to exhibit their products before an international audience of key representatives of industry and science. Product categories include power and research reactors and components, fuels, control instrumentation, laboratory research equipment and instrumentation, supply and applications of radioisotopes, particle accelerators and accessories, health physics, labeled chemicals and special supplies, civil engineering and design, uranium prospecting and mining and treatment of radioactive waste. A major six-day technical meeting is held in conjunction with this event. **U.S. commercial exhibition, International Nuclear Industries Fair (NUCLEX 66), Basel. Sept. 8-14.**

**Equipment and accessories for the pulp and paper industry. SCANDINAVIA.** Northern Europe represents a major market for U.S.-produced pulp and paper-making equipment and processing supplies. Forest product industries in the Nordic area continually are re-assessing their plant equipment requirements. Producers are anxious to secure machinery, instruments and accessories derived from recent U.S. research

## America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas officers or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Week promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available. These consumer-attracting exhibits should be of interest to the general public and typically American. They can illustrate art, science or technology, and can be educational, cultural or commercial.

**Write:** America Week, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

## Sample Displays

"A Sample Display Center is just what the name implies—a place to show samples of U.S. products," Secretary Connor has said.

The program, less than two years old, is administered by the Bureau of International Commerce. Centers are in Beirut, Lebanon; Manila, the Philippines; Nairobi, Kenya; and Bangkok, Thailand.

They are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days. The exhibitor pays only freight and incidentals—packing, insurance and documentation fees—from his plant to the port of entry.

**Write:** Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or contact any of the Department's 42 Field Offices.

## Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

In an effort to achieve these objectives, the Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators. Details of the program, including a listing of known mobile trade fair operators, are available on request.

**Write:** Mobile Trade Fairs, Bureau of International Commerce, Office of International Promotion, Department of Commerce, Washington, D.C. 20230.

A COMMON SIGHT at international trade fairs and U.S. trade center shows —businessmen closing out a sale. This one took place on opening day of the Feb. 18-23 food processing equipment show at the Trade Center in Milan.

and development, as well as high-quality items with proven performance ratings. **Stockholm Trade Center. Sept. 13-21.**

**Laboratory apparatus, analytical and test instrumentation. ITALY.** In the next five years, Italian Government and private research institutions will triple their expenditures for scientific research. To help American suppliers increase their 17% share ($3.4 million) of the rapidly expanding market for scientific and laboratory instruments in Italy, the U.S. will stage an exhibit featuring physical properties testing machines, non-destructive testing machines, instruments for physical and chemical analysis, electric and electronic measuring and checking devices, transducers and related apparatus, high quality standard laboratory appliances, and educational aids for secondary school laboratories. **Milan Trade Center. Sept. 16-22.**

**Equipment for the aviation industry. JAPAN.** The overwhelming majority of aircraft registered in Japan are of U.S. origin. In what amounts to a built-in market, U.S. suppliers of aircraft maintenance and ground support equipment, communications, and navigation equipment will encounter a receptive audience. **Tokyo Trade Center. Sept. 19-27.**

**Industrial equipment. BULGARIA, HUNGARY.** Food processing and packaging machinery; machinery for manufacture of chemical and plastics; specialized machine tools and metalworking equipment; sophisticated agricultural machinery and equipment; building and construction equipment; medical laboratory and measuring instruments and equipment. **U.S. Trade Mission.** Business Proposals accepted until **Aug. 15. Oct. 1-29.**

**Environmental testing equipment. GERMANY.** Research, development and quality control programs conducted by German manufacturers, commercial and scientific institutes and government agencies are being expanded. Market prospects reportedly are excellent for simulation equipment and testing instruments of all types. This is the first U.S. commercial exhibition in this field. **Frankfurt Trade Center. Oct. 5-12.**

**Chemical processing equipment. ITALY.** Expanding chemical industries need durable, high-capacity equipment for extreme operating conditions. Exhibit coincides with International Chemistry Review Conference and Sixth Chemical Equipment Exhibition (MAC-66) in Milan. **Milan Trade Center. Oct. 8-16.**

**Consumer goods machinery, food processing and packaging equipment, animal and poultry supplies. IRELAND, PORTUGAL. U.S. trade mission.** Business proposals should be submitted by Sept. 1. Mission is scheduled for **Oct. 15-Nov. 12.**

**Production equipment for the electronics industries. JAPAN.** There are now more than 2,800 electronics manufacturing facilities in Japan. A combination of rising wage rates and the increased emphasis on the production of industrial electronics has created a virtually untapped market for a wide range of specialized equipment urgently required for more efficient electronic equipment and component production. Competition from European sources in the lucrative Japanese market is not considered a factor. A recent similar exhibit featured at the Trade Center in Frankfurt revealed U.S. production equipment to be five to seven years ahead of European developments. **Tokyo Trade Center. Oct. 25-Nov. 2.**

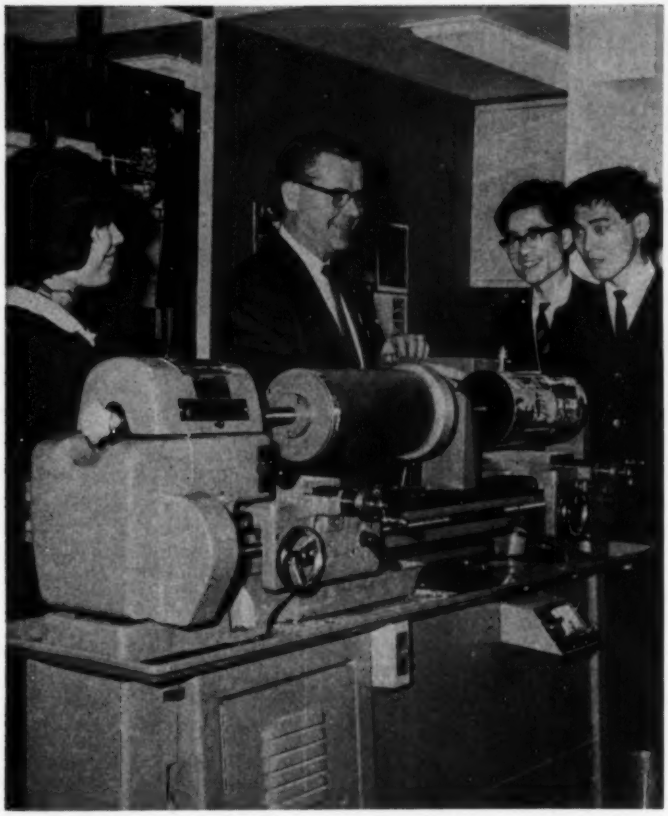
**Light industrial machinery. HONG KONG.** A rapidly expanding industrial base facing rising labor costs has created a large potential market for U.S. manufacturers. Featured product lines will include welding and soldering equipment, power hand tools, stamping and forming machines, plastic extruders, electroplating and spray painting equipment and equipment for bagging, sealing and blister packing. **U.S. solo exhibition, Hong Kong. Oct. 31-Nov. 11.**

**Hospital equipment and furnishings. UNITED KINGDOM.** Annual expenditures of $36 million for hospital equipment are called for in the British government's 10-year hospital expansion program, and the replacement market for existing hospital equipment represents $70 million. American manufacturers can benefit from this growing market and a marked British preference for U.S. products due to their technical superiority by participating. This exhibit will feature medical electronics, surgical, diagnostic, disposables, nucleonic, laboratory, and other equipment for hospital, medical, nursing, and doctors' services. **London Trade Center. Nov. 8-18.**

**Packaging materials and machinery. FRANCE.** Growing demand for higher productivity and new packaging techniques increased the rate of growth of this market from a relatively constant 15% to 18% between 1964 and 1965. American products have not yet been widely enough promoted to obtain a major share of imports. The most promising opportunity to reach this market is the biennial International Packaging Exhibition, which attracted more than 87,000 professional men in 1964. **U.S. commercial exhibition, International Packaging Exhibition, Paris. Nov. 13-21.**

**Electronics equipment. ITALY.** Country's fast-growing electronics industry continues to offer increased opportunities for U.S. exporters of electronic equipment. U.S. producers now supply 27% of the market for advanced components in Italy with demand for sophisticated U.S. goods growing daily. Exhibit coincides with International Automation and Instrumentation Exhibition (BIAS) in Milan. **Milan Trade Center. Nov. 19-25.**

**Metal-cutting, metal-forming tools, machinery, and automotive service, repair and maintenance equipment. VENEZUELA.** A massive economic development plan calling for a total investment of $1.7 billion through 1968 is opening numerous and varied export sales opportunities for suppliers of industrial equipment in Venezuela. **U.S. solo exhibition, Caracas. Nov. 22-Dec. 2.**



**COLOR PHOTO LATHE** displayed by Graphic Electronics, Inc., Lasalle, Ill., pleased the eye of many a Japanese visitor. William J. Baron, president, does the honors.

**SEVERAL COMPANY PRESIDENTS** attended the fair in Osaka, among them Henry Brandtjen (right) of Brandtjen & Kluge, Inc., St. Paul, Minn. Here he greets Minister Lawrence Vass of the U.S. Embassy in Tokyo.

# Substantial sales in Osaka

The U.S. exhibition at the renowned Osaka, Japan, international trade fair appears to be a substantial success—at least at the end of the second week.

Sixteen American manufacturers reported sales of baking and printing equipment totaling $320,700; the 12-month forecast is more than $3 million.

Publicity appeared to be equally outstanding. Press and TV coverage was heavy in the first two weeks.

**WASHINGTON STATE WAS WELL REPRESENTED** with its own pavilion and a trade mission to Japan led by Gov. Daniel J. Evans. Above, Evans listens to Lee Augustine (right) discuss Printing Machinery Co.'s display. Augustine also represented the National Printing Equipment Association and invited Japanese manufacturers to participate in 'Print 68,' a graphic arts show scheduled for Chicago, June 1968.

**JAPANESE VISITOR,** U.S. businessmen examine type set by Mergenthaler Linotype Co.'s linotype machine. At left is Ray Dunn, firm representative.

# U.S. manufacturers at solo fair in Madrid set record for Commerce-sponsored shows

### Exhibitors sign 20 agents for long-range business transactions; total sales may be $16.7 million; several licensing agreements negotiated

U.S. manufacturers set a record in Department of Commerce overseas commercial exhibitions last month at the all-American refrigeration equipment show in Madrid, Spain.

Fifty-seven firms—21 new to the Spanish market—took part in the show, staged by the Bureau of International Commerce March 7-17 in Madrid's glass-walled Exhibition Palace.

Almost every segment of the U.S. refrigeration equipment industry was represented, some with products never before shown outside the United States. Among them they:

- Signed 20 new agents to represent them in long-range business transactions in Spain, and undertook negotiations for 35 additional agency agreements in Spain and other countries.
- Reported $2,034,480 in on-the-spot sales at the show.
- Estimated additional sales of $14,722,334 in the next 12 months as a direct result of the show.
- Negotiated a number of licensing agreements to manufacture their products in Spain.

The immediate sales figures were almost double the old record for U.S. firms in a BIC exhibition overseas, set at the 1965 Trade Fair for Welding and Cutting in Essen, Germany.

Commerce officials attributed the success of the Madrid show to a combination of superior U.S. products on display and a thorough market development program by BIC international trade experts and Foreign Service officials overseas.

The fact that the program paid off is reflected both in the record-breaking sales and the long-range trade contacts opened up for American businessmen.

The Madrid show was BIC's first "solo," or independent, commercial exhibition abroad. Such exhibitions usually are held at established international trade fairs.

Product categories included industrial and consumer air-conditioning and refrigeration equipment. Among those not previously shown abroad were a mobile slaughter house and liquid nitrogen refrigeration trucks.

The 11-day show attracted more than 13,000 businessmen, engineers and government officials from 17 countries.

Before setting up the show, BIC conducted market research studies to determine which U.S. products would offer maximum sales opportunities in the Spanish market. Spain has adopted a national refrigeration plan calling for capital investments of $148 million to double facilities by 1968.

The surveys disclosed that U.S. refrigeration equipment would be in demand by the Spanish food industries, restaurants, hotels, schools, hospitals, public institutions and the armed forces.

### Comments tell story

The comments of some of the U.S. exhibitors is indicative of their success and satisfaction with the BIC export promotion effort:

"The exposition has enabled us to achieve a result that we could not have achieved alone so quickly."—Food Industries Research and Engineering, Yakima, Wash.

"The effect of this exhibition will be long felt in the Spanish market. We had a tremendous number of visitors—higher than we ever expected."—Sillcox Refrigeration Corp., New York, N.Y.

"The greatest advantage of this particular exhibition is that it, and its publicity, brought potential clients to us, rather than our having to search them out."—A. Epstein & Sons, Inc., Chicago, Ill.

"Have established arrangements to have a Madrid sales office determine sales possibilities for many other products not exhibited."—Dunham-Bush International, West Hartford, Conn.

"It has provided us with a knowledge on how to obtain better market research and information on where to look for customers in foreign countries"—Admiral Equipment Corp., Akron, Ohio.

An earlier story on the results of the Madrid fair appeared in INTERNATIONAL COMMERCE, March 21, page 4. A description of the automatic buyer registration service, introduced at the Madrid show, appeared in the April 11 issue, page 24.

# 26 plastics makers set to show wares at Frankfurt Center

### 12 manufacturers new to market; variety of demonstrations planned

Innovations in "Plastics, U.S.A." will highlight a special show-and-sell exhibition at the Trade Center in Frankfurt, West Germany, starting this week.

Twenty-six American plastics converters and manufacturers—12 new to the market—will take part in the May 4-11 show. Their sales target is the large German plastics industry which is moving steadily from a national market of 58 million people to the European Common Market of 180 million.

The show, staged and widely promoted by the Bureau of International Commerce, will feature such advanced U.S. products and developments as a computer for color formulation and control, and a new isotropic process for solving warpage problems in plastics manufacturing.

### Numerous exhibits

Buyers, agents and distributors visiting the Trade Center show will see demonstrations involving molding and extrusion materials such as ionomer resin and cellulosis polysolefin; rolls and foils for hot stamping; color compounds; vinyl chloride resins; furfuryl alcohol; machines for embossing, marking, mixing and metering; compression presses and extruders; injection foam-molding machines; water-chilling and recovery equipment; industrial heating elements; temperature controls by infrared methods, and equipment for coating bottle caps with vinyl plastisal.

J. Herbert Hollomon, Assistant Secretary of Commerce for Science and Technology, will represent Secretary of Commerce John T. Connor on the opening day.

During the exhibition, T. T. Miller, chairman of the board of the Society of the Plastics Industry, New York City, will conduct a seminar on the latest U.S. technical developments in plastics materials, production machinery and equipment. Members of the U.S. plastics industry will present a variety of technical papers.

## Worldwide Business Outlook pages 19-32

# Uganda prospect cloudy

### Economic growth slows but if political stability is maintained, market offers potential

**Focus on Africa**

**The first eight pages of this section direct U.S. traders' attention to the African market, with three economic reports on the business outlooks in specific countries, a presentation of export tips on shipments to East Africa, and a summary of the United Nations Economic Commission for Africa's recommendations as to the area's most needed industrial projects.**

Uganda's economic growth has slowed in the past year and is likely to continue at a reduced level in 1966.

Lower world coffee prices, which have now firmed, and difficulties in negotiating foreign development loans are responsible for this situation according to the U.S. Embassy in Kampala. A record cotton crop helped relieve the shortfall in coffee earnings last year, but sales have been slow and prices weak so far this season.

Increasing imports have contributed to a sharply reduced trade balance and the country's foreign exchange position will probably be tight again this year.

Nevertheless, Uganda in early 1966 represents a small but growing market with a good development potential, if political stability can be maintained. The outlook is for continued expansion of imports because of a growing need for capital equipment to meet development program requirements and also because rising incomes have created increased demand for consumer goods.

Uganda's economy continued to expand in 1965 despite the sharply reduced trade balance which was off 40% through October. The surplus was nearly $83 million in the preceding year. The gross domestic product also expanded at a much more modest 4% rate, compared to a 15.5% jump in 1964.

During the past season (October 1964-September 1965) earnings from Uganda's main export, coffee, were down almost $24 million (26%). The present season promises to be better, with prices improved and sales fairly brisk. Production is estimated at 150,000 tons.

Uganda expects to export its 116,000-ton quota established by the International Coffee Agreement and also sell more than 30,000 tons to new markets outside the ICA quota restrictions.

A record 1964/65 production of 438,000 bales (400 lbs. each) of cotton, Uganda's second, largest foreign exchange earner, helped relieve the shortfall in coffee earnings. This season's production will total about 400,000 bales.

Quasi-governmental marketing boards buy and sell both the coffee and cotton crops. The prices they have paid to growers in recent years have exceeded market prices, with a consequent drain on funds that were built-up in the post-war years when world prices for cotton and coffee were high.

The operations of the two boards are expected to use up these Price Assistance Funds this year. This will remove a buffer that has insulated the domestic economy from price fluctuations on the world market for Uganda's principal exports.

Production of tea, Uganda's third most important crop, totaled 18.5 million pounds valued at approximately $7 million in 1965. The Government plans to quadruple the income derived from tea by 1976. Also afoot are plans to establish sisal production and expand citrus, cocoa, tobacco and peanut output. The livestock and dairy industries are also being developed, as are lake fisheries.

The production of sugar, another important cash crop, will increase by more than 50% over the next 3-4 years if present plans materialize for increased plantings and a new sugar factory in western Uganda. Agricultural mechanization, now underway, is designed to lead to increased productivity and bring more land under cultivation.

## Emphasis on processing

Much of Uganda's industrial activity relates to the processing of its agricultural production. Since independence, completed industries, those underway, and those about to be implemented represent decisions involving over $45 million.

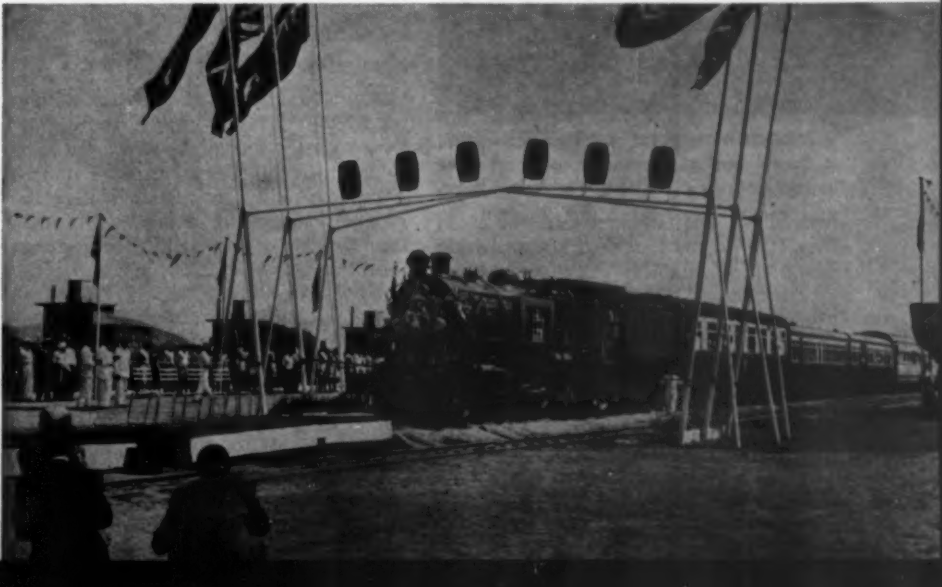
Industries added last year include an alcohol distillery, and facilities to produce hand farm tools, shirts, blankets, corrogated iron sheets, bicycle tires and tubes, and fishnets.

A new $5.6 million fully-integrated cotton textile mill is under construction and a $5.6 million expansion of an existing textile mill is about to open.

Other projects include crown corks, metal windows, shoes, socks, milk processing, and paper bags; significant projects being considered would produce ceramics, glass, and plastic industries, pharmaceuticals, nitrogenous fertilizers, and brushes.

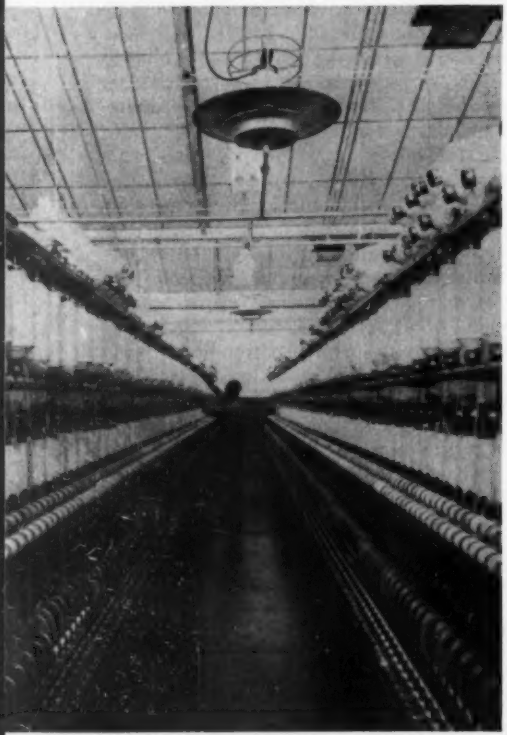
The construction industry, in the doldrums since the 1950's, appears to have

**THE COMING OF THE RAILROAD** to Kasese in Uganda was accompanied by appropriate fanfare and flag-waving. The UN's Economic Commission for Africa says that improved transport systems are the prime requirement for the development of Africa's economies. Dissolution of the East African Currency Union this year is expected to put a heavy strain on operations of the East African railway system.



TORORO
CEMENT
WORKS

CEMENT SALES JUMPED 40% last year, and the existing plans such as the Uganda Development Corp.'s Tororo Cement Works, above, can't keep up with demand. A new 100,000 ton per year cement factory is planned for Western Uganda.



NEW DEVELOPMENT PLAN will devote about 20% of its investment outlays to construction of industrial projects such as the Nyanza textile mill above.

revived in 1965. Cement sales increased over 40% in the past year and plans are being laid to establish a new cement factory in western Uganda with an annual capacity of 100,000 tons.

The largest single construction project now underway is a $5.6 million government-owned hotel in Kampala. The 300-room hotel will relieve a chronic shortage and, the Government hopes, accommodate an expanding tourist trade which has thus far been stymied by a lack of space.

Accommodations near Uganda's principal tourist attractions, Murchison Falls and Queen Elizabeth Park, are still inadequate and the Government is seeking possible sources of hotel investment capital.

Fourteen international airlines service the country. Pan American was the latest, commencing service in February.

In June Uganda will complete the first of four 5-year Development Plans which are calculated to double per capita income by 1981. Performance on the first plan has been good. About 80% of its rather ambitious goals will be achieved by the end of June.

## New development plan

A second 5-year Development Plan will be published this spring. Total investment over the second 5-year period is expected to amount to some $644 million.

Industry and construction will receive roughly one-quarter of the total, social services 20%, electricity, communications and transport 20%, and agriculture and livestock about 17%.

Details of the plan, when they become available, should contain a multitude of trade and investment leads for interested firms.

The East African currency union will break up this year and each of the three countries will establish a central bank and issue a national currency. Uganda's preparations for the move are well advanced.

The currency break-up has far-reaching implications. The national central bank and national currency will enable Uganda to tailor its monetary policies more closely to development needs and national aspirations.

## Will lack stature

On the other hand the new issue will lack the international stature of the East African shilling; it will reduce the overall resources available to meet seasonal crop marketing requirements; and it will add a new and heavy strain on relationships in the existing East African Common Market and the Common Services Organization (EACSO) which administers a number of regional services such as railroads and harbors, posts and telegraph, tax, and excise and customs collections.

The United States continued to be the leading buyer of Uganda's exports in 1965, by purchasing $42.7 million worth, primarily coffee, tea and some copper, according to U.S. Bureau of the Census data. During the same year, the U.S. exported goods worth only $2.1 million to Uganda; these consisted mainly of machinery and transport equipment, and foodstuffs. The United Kingdom easily remained the principal supplier of the Uganda market, accounting for 40% of total imports.

Uganda's close economic ties with Europe, particularly with the United Kingdom, mean that any American firm interested in trading in the Uganda market will be faced with a strong local bias toward the traditional sources of supply.

American firms should also realize that weakened East African regional ties may eventually mean greater difficulty in coordinating a sales program for the region from a single centrally-located office or agency, and that separate sales programs for each of the East African countries would probably involve greater overhead expenses.

Moreover, traders should be aware that greater import controls can probably be expected, particularly on consumer items. These controls will probably be considered necessary to protect new industries and to channel foreign exchange from consumer items to those capital goods needed for development.

Despite these negative considerations there is no question that a wide range of American products are superior to what is presently available on the Uganda market and that these products can compete on the basis of price, quality, performance, convenience, and style.

The Government recognizes that if it is to meet its development goals, assistance in the form of private foreign investment will be needed. Toward this end, the Government has, over the past 18 months, endeavored to create a favorable climate for investment.

An Industrial Charter now defines the relationship between Government and new investors. Approved status under the charter carries with it the right to repatriate profits and capital, as well as accelerated depreciation.

Tax holidays have not yet been granted but the Government has shown a willingness to protect new industries through import restrictions.

The Foreign Investment (Protection) Act provides protection against expropriation and guarantees adequate compensation should expropriation occur. In addition, the Government signed an Investment Guaranty Agreement with the United States in 1965.

The Government and/or the Uganda Development Corporation have indicated an interest in attracting foreign capital into the following industrial projects: dry cell flashlight batteries, builder's fittings (hinges, locks, latches), hand tools (screwdrivers, wrenches, pliers), nitrogenous fertilizer, cement, meat canning, milk processing, tannery, plastics, pharmaceuticals, ranching schemes, rubber production, and ceramics.

If Uganda weathers its present political difficulties, the nation's medium-term prospects appear fairly good.

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# Economic expansion, political change in Zambia strengthen potential for U.S. exports

## Diversification of trade links encouraged by abolition of Commonwealth preferences; copper production sets record; financial position favorable for expanded import program

By HERMAN J. COHEN
*Economic Officer, U.S. Embassy, Lusaka*

The keynotes of Zambia's economy in 1966 are change and expansion. Both of these phenomena may be readily observed by the visiting U.S. businessman interested in new opportunities for both exports and export-promoting investments in one of Africa's fastest moving independent countries.

When the Zambians speak of economic change, they mean the breaking of traditional trade and investment patterns developed during a half-century of colonial rule and a decade of membership in the former Federation of Rhodesia and Nyasaland. During this period, Zambia's trade was directed largely toward Great Britain, Southern Rhodesia and South Africa. Commonwealth tariff preferences and construction of vital rail links to the sea through Southern Africa assured overwhelming competitive advantages for these three trading partners.

**BACKBONE OF ZAMBIA'S ECONOMY** consists of 13 similar mining-industrial-urban complexes in the Copperbelt, such as this one at Mufulira. Zambia is looking for new industries and trading partners.

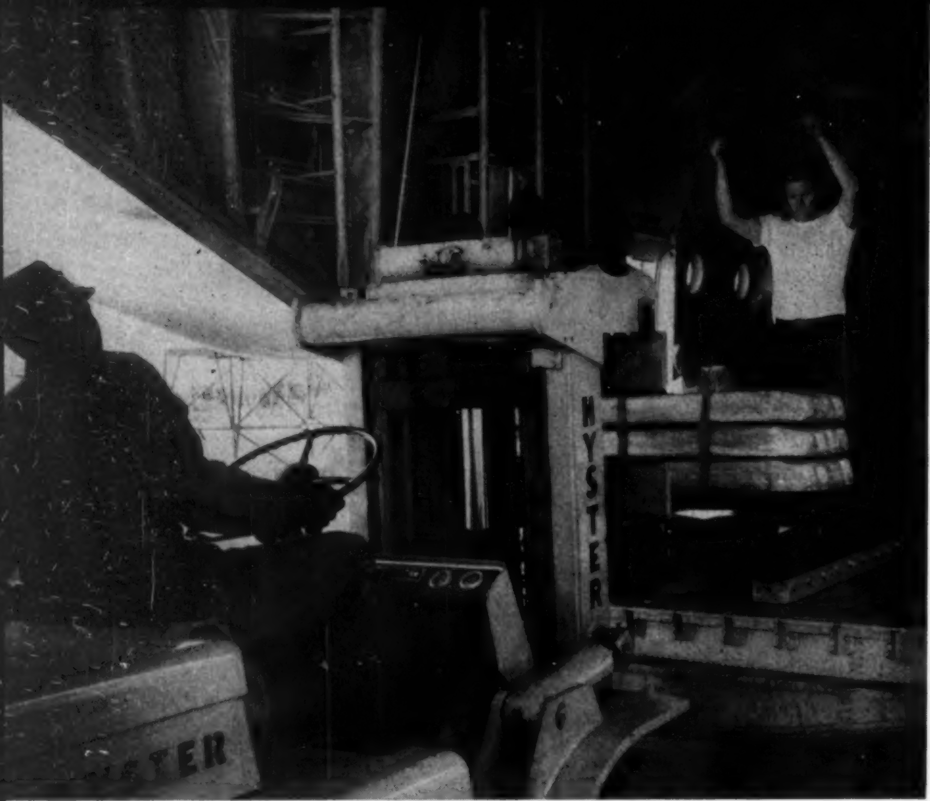
During the decade of Federation (1954-64), Zambia's copper mining industry began its upward movement toward its present position of second place among producers in the Free World. Much of the public and private wealth generated by copper during Federation, however, was invested elsewhere. But since gaining its independence in October 1964, Zambia has been determined to form worldwide trading partnerships and to apply the benefits of its mounting copper wealth to its own economic diversification and long term development. Zambia is now in a good position to begin fulfilling these aspirations of nationhood.

### Tariff equality

To encourage diversification of trade links the Zambian Government established a new single-column tariff, effective Jan. 4 of this year, abolishing the traditional Commonwealth preferences and putting all exporters on the same footing. This is especially significant for U.S. exporters who were formerly at a 10% tariff disadvantage when competing with Commonwealth exporters under the old system.

Zambia is also in a good financial position to conduct an expanded import program. The country's gold and foreign exchange holdings as of March 1, 1966, were pushing past the $200 million mark, the highest per capita in Africa. Copper production, the source of 90% of Zambia's foreign exchange earnings, set new records in 1965 at 673,000 tons. The copper outlook for 1966 is even better in view of the current worldwide shortage and record breaking sellers' prices.

The Government of Zambia is determined to take advantage of this favorable climate to begin priming the pump of economic expansion. Now in preparation is a four-year development plan, sched-



U.S. EQUIPMENT HOISTS ZAMBIAN COPPER ABOARD a Lockheed C130 Hercules cargo plane, which airlifts nation's top foreign exchange earner to Dar es Salaam, Tanganyika, for export to world markets.

UPERSONIC RADIO ZAMBIA
LIMITED
HIS STONE WAS LAID
BY
HIS EXCELLENCY
DR. K. D. KAUNDA
THE REPUBLIC OF

ZAMBIA'S TOP CITIZEN turned up to lay the cornerstone for the American-owned radio factory in Livingstone. When completed, the plant will make telephones, cables and TV sets, as well as radios.

uled to begin on July 1, which envisages the expenditure of $1.1 billion in combined public and private capital investments. Details of the plan have not yet been made public, but it is expected that the Zambian Government will invest heavily in basic projects such as airport, hospital, road and school construction, a modern telecommunications system, irrigation and electric power projects for rural development, and modern facilities for a potentially big tourist industry.

The business community has been informed that the Government will not impinge upon the traditional areas of private enterprise. Business firms are in the process of informing Government about their investment programs to give the planners some idea about the pressure on resources over the next four years. The Government is trying to break the most difficult bottleneck facing investors—the shortage of skilled manpower.

## Gets priority

In consultations with the business community, development planners have concluded that top priority in private investment should be given to import substitution industries. Both governmental and private projects already in the pipeline will require a massive increase in imports of new machinery and basic materials. As a consequence, Zambia's healthy annual balance of trade surplus is expected by 1970 to diminish to zero or go into deficit. To prepare for this, it will be necessary to replace current imports of less sophisticated manufactures with local production so that increasingly scarce foreign exchange can be conserved for capital goods imports.

Among the import substitution industries, the best outlook appears to be in food processing, low priced clothing and textiles, plastics, automobile and truck assembly, low cost furniture and housewares, nitrogenous fertilizers, pharmaceuticals, rubber tires, paper products, cement, glassware, cosmetics, and radio assembly. To promote investments in these manufactures, the Government has enacted "pioneer industries" legislation granting tax holidays to qualified entrepreneurs.

As in a number of other African countries, the Zambian Government has established its own Industrial Development Corporation (INDECO) as an outlet for Government investment in areas of potential business growth and profit that are neglected by private enterprise entirely or where individual Zambian business firms are in need of investment assistance. The emphasis in INDECO is on partnership with private enterprise in business ventures run strictly in accordance with profitability criteria. INDECO's recently announced decision to build two luxury hotels at Victoria Falls and Lusaka in co-operation with Intercontinental Hotels is a good example. Other areas of INDECO interest include road transport, iron and steel, cement, coal mining and lumber.

## Opportunities for U.S. firms

Opportunities for U.S. exports and export oriented investments in Zambia appear to be greatest in heavy machinery and transport equipment. Before establishment of the new single-column tariff in January, U.S. exporters achieved 12% of the overall sales of such items to Zambia, worth a total of $60 million in 1964-65. In line with the old preferential tariff and transport patterns, the United Kingdom, Rhodesia and South Africa accounted for 71% of these export sales in the same period.

Now, with all nations on an equal tariff footing in Zambia, and with the Government seeking to eliminate Rhodesia and South Africa as sources of supply for political reasons, there is no reason why the U.S. share of the market in these goods should not increase through vigorous sales promotion.

All of the import substitution industries cited earlier will be requiring plant and machinery in the next four years. In addition, extensive construction and agricultural development work will require inputs of roadbuilding machinery, earthmoving equipment, agricultural implements, and special purpose vehicles. The opening of new transportation routes will require locomotives, trucks, aircraft and the machinery to maintain these vehicles.

Other manufactured items likely to be in demand include engines, office machines, metalworking machinery, welding equipment, printing and bookbinding machinery, refrigeration equipment, pumps and blowers, bearings, compressors, fire fighting equipment, electric power generating equipment and telecommunications equipment.

### Export-related investment

Establishment of new industries and business enterprises, whether for import substitution or general economic development, invariably results in growth of new export sales potential. A new pattern is developing in Zambia whereby international exporters are investing in new business ventures to assure themselves outlets for their own manufactured products. Some recent examples include the following:

Fiat of Italy purchased 30% of the equity in the National Transportation Corp. established by INDECO for opening a new commercial truck route from Zambia to the port of Dar Es Salaam. The new company's first purchase of equipment consisted of 400 heavy duty Fiat trucks.

International Telephone and Telegraph is establishing a transistor radio assembly factory in Livingstone which will import the necessary parts from other ITT affiliates.

A Tate & Lyle machinery manufacturing affiliate in the United Kingdom will be selling cane crushing machinery to a new sugar plantation established at Mazabuka by the parent company.

Many of the Western European firms seem to like the method of assuring export outlets by investments that are likely in addition to yield longterm profitable returns in themselves. It would certainly seem worthwhile for U.S. exporters to investigate the potential of this type of investment when exploring Zambian markets.

Despite the crisis in neighboring Rhodesia, the Zambian Government has steered a course designed to avoid actions that might disrupt the country's already visible momentum toward economic development. In fact, the major impact of Rhodesia's illegal declaration of independence so far has been to accelerate action on Zambia's long range plan to disengage from its dependence upon Rhodesia, South Africa and Mozambique for outlets to the sea and sources of supply.

A great deal of planning and effort is going into the opening of new routes to the north and finding new supply sources. The changeover cannot be made overnight, but the time appears opportune for U.S. exporters to investigate the new sales potential resulting from the trade vacuum slowly developing to Zambia's south.

Associated with the Rhodesia crisis is the problem of selecting distributorships and agencies for sales to Zambia. In the past, the majority of overseas firms, including most U.S. firms exporting to Zambia, have utilized sales representatives and distributors located in Rhodesia and South Africa.

This may have been commercially logical when Zambia was an integral part of the former Federation. Now, however, the Zambian Government is determined to take action to change this situation, and it is felt that there are a sufficient number of qualified Zambian firms which can act as agents for overseas exporters to enable the change to be accomplished.

A growing number of international firms are beginning to establish independent Zambian affiliates or distributorships, especially for sales of motor vehicles, petroleum and heavy earthmoving equipment.

For those firms which must distribute on a regional basis because of the limitations of single country markets, it would be best either to sell to other countries from a sales base in Zambia, or to sell to Zambia from bases in the nearby friendly commercial centers of East and Central Africa north of the Zambezi River. Sales operations from Rhodesia and South Africa have a limited life as far as Zambia is concerned.

# African industrial report lists continent's most-needed projects

## UNECA conference stresses need for better transport net; standardization program proposed to boost intra-African trade

A regional African symposium on industrialization sponsored by the UN Economic Commission for Africa (UNECA) was held in Cairo from January 27 to February 10. Delegates from 26 countries, as well as representatives of international organizations and agencies attended the symposium. The final report was published by the UN Economic and Social Council (E/CN.14/347—AS/VI/7), and contains considerable information of interest to U.S. exporters and investors.

The symposium recognized that the lack of adequate transport facilities, including small feeder roads, has been a major obstacle to economic development. It recommended feasibility studies for various industries to determine the justification for investing $200 million to $300 million in transport links in the Great Lakes region of East Africa. In order to overcome the difficulties faced by land-locked countries, increased emphasis was placed on such sub-regional transport projects as the Trans-Sahara road, the Tanzania-Zambia railroad, and a detailed study of the technical problems to be overcome in order to eventually link all African railway systems.

These industrial programs were assigned top priority: expansion of metalworking and engineering; an Iron and Steel Authority in each region to study prices, regulate output, judge quality, and press for reduction of customs duties; the production of aluminum for export to the consuming nations; in the field of chemicals, the manufacture of sulphuric acid, fertilizers and pharmaceuticals; the establishment of forest plantations, sawmills and plywood factories; the utilization of local resources in establishing a building materials industry; specialized textile plants with larger internal markets through sub-regional cooperation; agricultural processing industries; and, small-scale industries.

To improve the quality of products and help Africa compete on the world market, an African organization for standardization was recommended.

Additional information may be obtained from the Africa Division, Office of International Regional Economics, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

# Delays, mishandled orders cut sales to East Africa

By ROBERT L. WARE, JR.
*Commercial Attache*
*U.S. Embassy, Kenya*

Experience of East African importers indicates that delayed and improper handling of export orders results in a heavy loss in turnover. For example, on established consumer lines enjoying a steady annual growth of 4%, such delays account for a loss in turnover amounting to 2% per week.

A more serious threat is the opportunity presented to competitors offering better delivery times to oust the established U.S. product from the market entirely. Delays in receipt of repeat orders hampers the orderly marketing of new products and the initial efforts employed in launching the product have to be repeated. Marketing becomes inconsistent and though the product may have vast potential, it eventually fails.

While most experienced importers place orders so as to ensure an adequate inventory, owing to the tardiness and/or improper handling on the part of some U.S. exporters, delays inevitably occur. On occasion, carefully spaced orders are known to arrive bunched on the same ship or on different ships arriving at the same time, thus straining the financial resources of the importer.

Here in Kenya we see that further delays are caused by improper or incomplete documentation and discrepancies in the description of the cargo. The following hints may be helpful to U.S. exporters in overcoming most of the common faults:

- All export orders should be given priority, executed promptly and forwarded for export shipment without delay.
- Care should be taken to ensure that the shipping marks on the packages correspond with those on the shipping documents and proper nomenclature is used to describe the packages to enable easy identification at destination. (Common errors are in describing cartons as cases, etc.)
- All shipments should be covered by an itemized packing-list and invoice showing prices and terms at which sales have been concluded.
- Forward by air mail direct to the importer, a set of documents comprising packing lists, invoices and copy bill of lading. On air freight shipments, a set of documents should also accompany the consignment.
- Wherever possible, use carriers operating direct shipping routes. When transhipment becomes necessary, shipping agents at the point of transhipment should be instructed to notify both the consignee and the U.S. exporter of the name of the vessel on which the cargo has been transhipped. An additional advice should be sent by the U.S. exporter to the foreign importer giving full details on the status of the transhipment cargo.
- Wherever possible ship all small orders by International Parcel Post. This is particularly desirable for shipments where inland freight and handling charges greatly enhance the export cost of the item or for shipments to foreign clients at an inland destination to which transportation from the servicing seaport is slow and erratic. The additional cost of shipping by International Parcel Post would absorb the costs of inland freight and effect a savings in transit times. Many U.S. exporters lose a large volume of business by their reluctance to dispatch small orders by International Parcel Post though the importers are prepared to pay costs of postage.
- Approximately two weeks after the estimated time of arrival of the consignment at the foreign client's premises, write to inquire of the condition in which the shipment arrived, whether any improvements are desired and should be made for future consignments and then solicit a repeat order.

U.S. commodities should be made available at any export market within 90 days of order. Subject only to 'vis major' conditions, with the large fleet of foreign and U.S. flag vessels servicing U.S. exports, and a more determined effort on the part of the U.S. exporter, traditional markets for U.S. products could be strengthened and new markets opened and consolidated and the current losses in turnover minimized or even eliminated.

# UAR: market of future?

## Import potential in 1970's could mean big opportunities for U.S. business

By EUGENE H. BIRD

*Commercial Attache,*
*U.S. Embassy, Cairo*

The United Arab Republic is a market of the future, and potentially one of the most important and largest between Europe and South Asia.

With a population of 30 million which is increasing at almost a million persons a year, and the largest primary industrial base in the Arab world, the import potential of the United Arab Republic in the 1970's could mean great opportunities for private American business.

Much will depend on policy choices now being made by the Government in the field of foreign investment incentives and more realistic development goals, but the United Arab Republic now claims that foreign private investment in certain sectors of the economy is negotiable on a case-by-case basis.

The United States continued to be the principal supplier of United Arab Republic imports in 1965, although our share sank to 23% of all reported imports, from 31% the year before. Western countries as a group will generally sell less to Egypt as the country enters a period of retrenchment during the next year. In selling to the United Arab Republic the emphasis will be on suitable credit facilities, for the country will be seeking long terms and low interest in a tight money market.

Nevertheless, the United States will probably supply a major share of United Arab Republic needs in chemicals, tobacco, insecticides, grain, and some manufactured goods in 1966. In machinery and spare parts American manufacturers have been searching more or less successfully for business.

The PL480 food program, which in past years made up a large share of our trade with the United Arab Republic, has been placed on a shorter term basis, with the present agreement due to expire on June 30.

The increasingly tight United States credits for long-term government loans makes the forecast for such loans to the United Arab Republic very dim. However, firms which actively seek business with the United Arab Republic can find a commercial basis for exporting products. The success of firms financing multi-million dollar orders for insecticides during the past few months is only one illustration of the commercial credits that are available for Egypt despite the foreign exchange shortage.

The first five year plan was completed in June 1965. With 20% of the national income invested annually, the plan succeeded in increasing national income by more than one-third, according to official UAR statistics. A great number of new factories were established and farm income was increased. The first stage of the Aswan High Dam project was completed and the second stage is ahead of schedule, and should be completed by 1970.

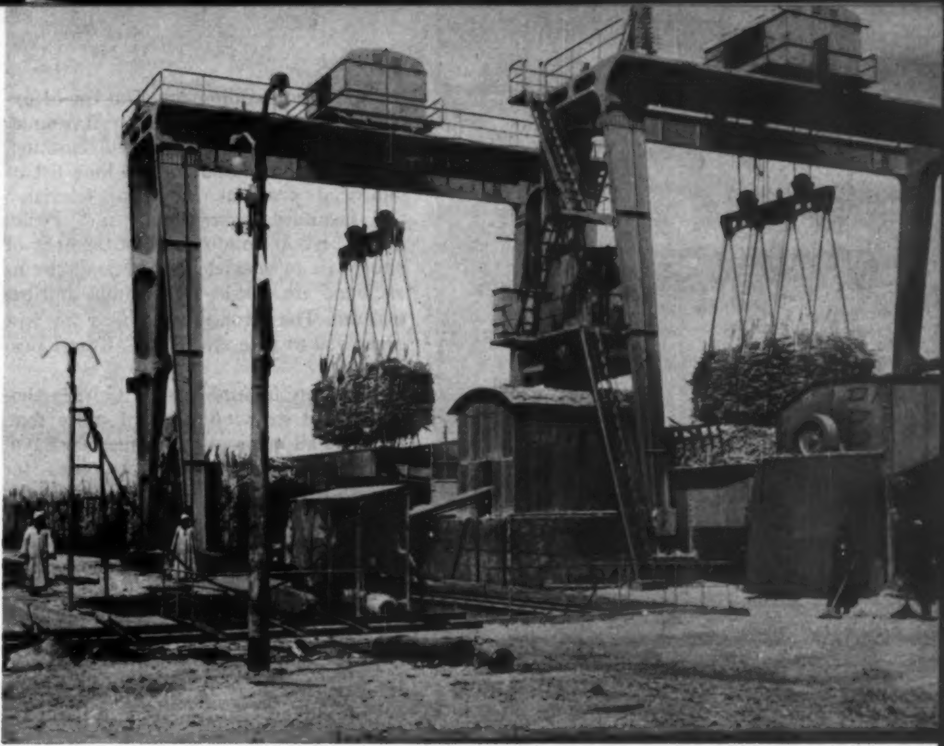
Imports outran projections and the prediction is that the UAR will be cutting its imports of industrial goods and raw materials to bring the current payments account back into balance.

## Still on top

The U.S. continues to be the UAR's top supplier, with a total of 145 million in exports during the first ten months of 1965. Seventy million dollars of this was in PL 480 shipments, a sharp downward trend as a three-year program was phased out; $15 million was in other forms of AID-financed shipments, leaving about $60 million in private commercial origin shipments during most of 1965. By comparison the UAR sold only $14 million worth of goods to the U.S.

The UAR's trade balances with various areas of the world demonstrate her present payments problem. In fiscal 1965, the UAR had a net trade deficit of $168 million with Western Europe and $225 million with the Americas. She also had a net deficit of $39 million in trade with Arab countries.

Only with Eastern Europe and Africa and Asia did she show a net trade advantage. With Eastern Europe her balance rose by $109 million and with Africa and Asia, for the first time in several years, she had a $7 million favorable balance.



**U.S.-DESIGNED AND BUILT BAGASSE PLANT** was opened at Edfu this spring. Financed through an AID loan, the construction of this plant is an example of the business openings that remain available to U.S. firms in the UAR. Although overall short-term business prospects are dim, the situation could improve.

Her balance of trade deficit decreased to $192 million during fiscal 1965, a vast improvement over the previous year when the trade deficit had risen to $320 million. However, her accounts with 55 countries with which she has payment agreements now stand at over $230 million in debit.

The more realistic emphasis by the UAR on profitable operation of state enterprises and the choice of higher prices in order to cut consumption makes the forecast for the UAR balance of payments fair to good in the long run.

The Government appears serious in its attempts to cut imports and improve export trade. Substantial credits from Kuwait, from some American banks and from other sources, have aided the Government in bridging temporary difficulties.

What is claimed as a more realistic five year plan, still to be published, with emphasis on expanding and improving efficiency in present lines and choosing industry for export could also strengthen the confidence of the international business community in the UAR.

The United Arab Republic now earns over $500 million a year in foreign currency. Suez Canal tolls are increasing about 8-10% each year. Furthermore the cotton trade has so far maintained a reasonably high level of earnings in the face of increasing competition from man-made fibres.

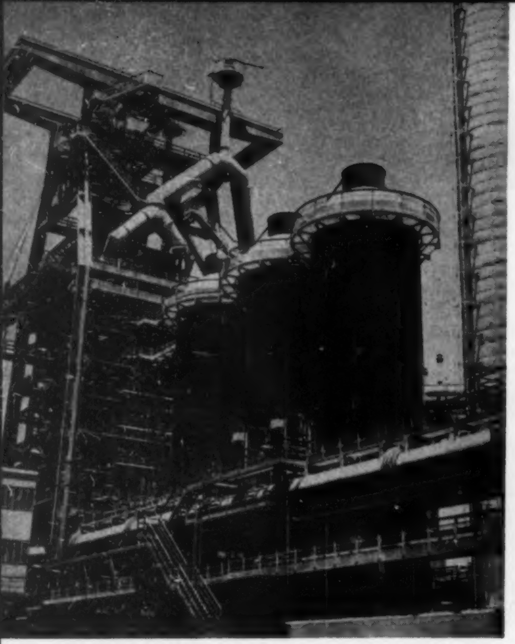
The UAR also has two American companies participating in oil exploration and Pan American International has discovered a medium sized field in the Gulf of Suez who hope to be in production and exporting before another year has gone by. For the optimists, petroleum remains one of the main arguments for continuing efforts to sell goods in the UAR market.

Within the next several years low-cost electricity will begin to flow from the Aswan High Dam and plans are being pushed for utilizing it in industry, both at the Dam and through a grid of high tension lines all the way to Cairo and north to the Suez Canal. The completion of the High Dam will release substantial numbers of newly skilled workers for use in industry and possibly in developing new agricultural lands.

## Ford team

A Ford Foundation team is actively helping in a program for regional development at Aswan itself, including the establishment of laboratories and plans for pilot plant operations.

As a part of the new look for the United Arab Republic economy, the new Government which came to office in October 1965 has proposed opening a three million square-meter free zone at the tri-continent shipping crossroads of Port-



**BEST PROSPECTS FOR U.S. FIRMS** in the UAR are generally provided by Government projects such as the Halwan Iron and Steel Works, above. Firms with patience and negotiating skill can benefit.

Said, where 20,000 ships a year pass on their way from European and Asian markets. Exceptions in the zone from the more restrictive UAR laws on companies operating in Egypt have been promised, leading to inquiries by more than 100 firms from around the world, including several U.S. companies.

The free zone is being viewed as a help for the UAR balance of payments and as only one of several promised means to attract industry and utilize the natural geographical advantage of Egypt and her substantial pool of manpower.

U.S. firms are particularly desired there, according to UAR Government officials, and the availability of an Investment Guaranty Agreement between the United States and the United Arab Republic and of substantial sums in Egyptian pounds for loans to American investors has led to serious interest by at least four American firms.

The expansion of trade with its less-developed neighbors in Asia and Africa has been accomplished by emphasizing government-to-government swing credits, and some exchanges have been arranged with industrial countries.

Private U.S. firms find themselves at somewhat of a disadvantage in such trading, but in recent months one large ($7 million) contract with an American firm has tied its necessary imports to what is a confirmed export arrangement with one UAR trading company.

Priority in trade contracts has been given to raw materials, foodstuffs, and transportation equipment. The list of export items involved include UAR production of potatoes, cotton waste, clothing, herbs for pharmaceuticals, a long list of industrial products including television and furniture, cotton yarn, and textiles under certain conditions, and cement or phosphate by special arrangements. Items excluded are cotton, rice, onions and petroleum. The trading companies are now organized to take advantage of these possibilities.

The consolidation of the Government sector and its acquisition of more than 65% of all economic activities in Egypt considerably reduced opportunities for foreign investment within the UAR in the past five years, outside of the oil industry.

The re-evaluation that has been going on since the fall of 1965 indicates that several areas for investment are opening and several important American investors are already scrutinizing the possibilities.

Informal discussions within the Government by some of these potential investors have begun to define criteria for the entrance of foreign firms. The UAR will encourage foreign investors:

- In industries where the amount of investment is beyond the capacity of the public sector to provide;
- In sectors of industry in which continuous up-dating of technology and research and development is needed;
- In the UAR free trade zones; and
- In industry where most raw materials or intermediate products are imported from abroad and production is designed for export instead of local sale.

## Negotiate with Americans

While the principle of Government development of major industry will be followed, negotiations on a case-by-case basis are already under way with both American and other foreign investors.

Strained political relations between the United Arab Republic on the one hand, and the United Kingdom and Western Germany on the other, are expected to lower the volume of trade with these two countries in 1966. Western Germany sold the United Arab Republic $64 million worth of goods, or 10% of Egyptian imports, in the first three quarters of 1965, while the United Kingdom shipped $34 million worth of goods, or 5.5%. Both figures represent a decline from previous years.

France, which in the years after 1956 did very little business with Egypt, has started to revive its trade and for the first nine months of 1965 supplied $30 million worth of goods, or 5% of Egyptian imports. France now appears prepared to extend better credit facilities to the United Arab Republic and will likely further expand its share of business in 1966.

The same is true for Japan, which extended new medium-term commercial credits to the UAR early in 1966.

The United States/United Arab Republic Investment Guaranty Agreement, the availability of U.S. owned local currency for American investors, the experience of American firms in the United Arab Republic market, the size and ability of United States firms in dealing with the state trading system, the availability of local representatives of U.S. market development bodies, all create a more favorable atmosphere for forecasting the future of U.S. investment and selling in the UAR, than the present foreign exchange difficulties might indicate.

Several big projects and many smaller ones could be of interest to American firms who have the patience and the negotiating skill to remain active.

## State projects

The list of government projects which are being considered includes: a 100,000 kilometer covered drains scheme to improve utilization of one million acres of delta land; financing of some $75 million worth of machinery for a 300,000 acre reclamation project; a nuclear desalting plant; a ground station for utilization of communications satellites; food canneries; a $20 million silo project; facilities for a three million square meter Free Zone at Port Said; plans for new luxury hotels, some of which may be designed and managed by American entrepreneurs; replacement of some of the present airplanes of United Arab Airlines with three long range jets; part or all of some 1,500 buses needed over the next five years; a newsprint plant; book bindery equipment; textile machinery; large capacity low-lift pumps; and a possible 100 automatic bakeries.

A delegation of officials from the tobacco industry of the UAR and another delegation from the United Arab Airlines are now visiting the United States and the United Arab Republic is expressing interest in commodity credit corporation sales for American agricultural products.

The decentralization of some of the authority for determination of needed equipment by industry and the freeing of some of the restraints on management, as promised by the present regime, could also give opportunities to American business to continue to be a major supplier for the UAR economy.

# Trinidad's economy expands moderately; import pattern shifts toward capital goods

## Population growth, rising imports lead to emphasis on industrialization and new private investment

Though Trinidad and Tobago's 1955-61 oil boom era with its average 10.7% annual growth rate is over, the outlook for 1966 is for continuation of the more modest 3.6% which has prevailed in recent years. Such a growth rate may not prove sufficient to cope with a rapidly growing population and rising consumer expectations.

Trinidad's balance of payments is under increasing pressure, with the present annual capital account deficit estimated at about US$60 million. Efforts to attract import substituting industries and/or foreign-exchange-earning export enterprises are somewhat clouded, in this otherwise favorable investment area, by pending governmental proposals for major new taxes on corporate earnings and profit remittances.

The outlook for an increase in the foreign exchange earning potential of the tourist industry, the fourth largest exchange earner for this international crossroads, is favorable partly as a result of additional promotional efforts and also because of some plans for new hotel projects.

### For world markets

Trinidad's economy has traditionally been highly oriented toward foreign trade, with an estimated 60% of the gross domestic product ultimately destined for the international market. Both exports and imports are continuing to rise, exports by a provisionally estimated 7% a year and imports by about 10%. Preliminary trade figures for January–November 1965 show exports totaling the equivalent of U.S.$371.6 million and imports $437.3 million, as compared with $368.1 million and $377.5 million for the comparable 1964 period.

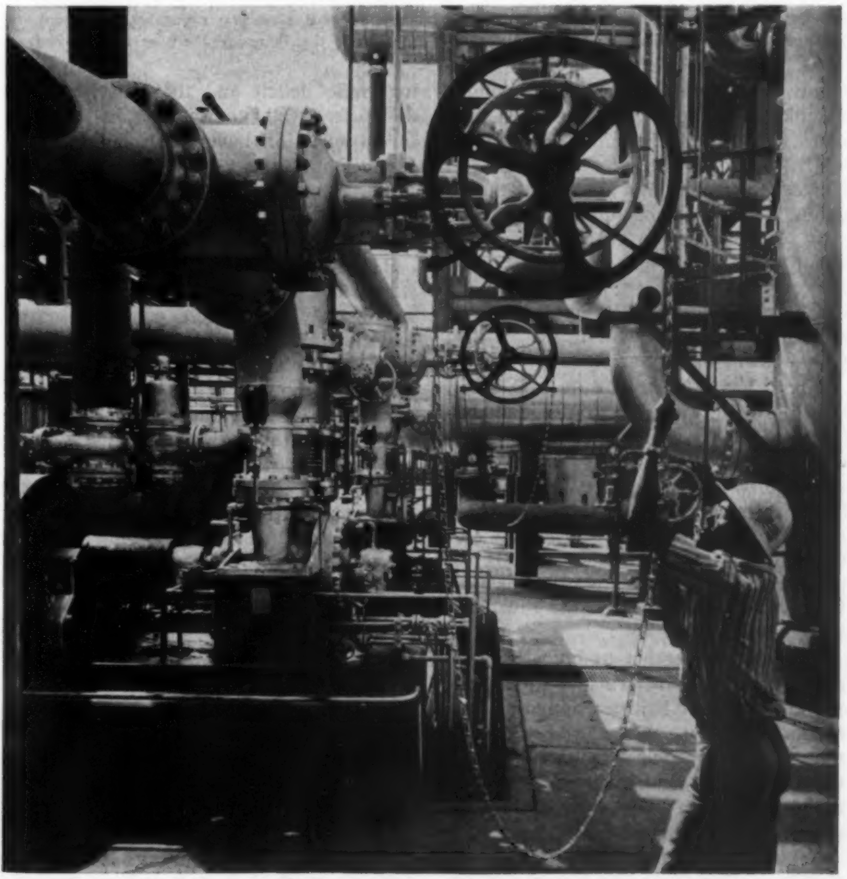
However, about half of Trinidad's total imports and more than half of total exports consist of oil, imported as crude from Saudi Arabia, Venezuela, and Colombia, refined in Trinidad, and re-exported to the United States, United Kingdom, and Western Europe. Inclusion of these substantial amounts in Trinidad's foreign trade statistics distorts the market picture, as the impact on the local economy is necessarily limited to the value added by local refining.

U.S. suppliers often operate at a disadvantage in Trinidad's import market due to the Commonwealth preference tariff system which affords lower import duties to sources such as the United Kingdom and Canada. These countries have long-standing ties with the former British West Indies, active sales representatives, and generally lower freight rates.

Despite these considerations, the U.S. share of Trinidad's non-petroleum market, which reached U.S.$217 million in 1964, has increased in recent years and presently stands at 28% of the total, second only to the United Kingdom. This increase results from such factors as liberalization of earlier British exchange controls, rising income levels, the sizable U.S. investment (presently estimated at over U.S.$350 million), and the waiving of the Commonwealth preference system under the duty-free import provisions of the investment incentive legislation.

### Best opportunities

Generally, therefore, the best opportunities for U.S. exports are in products in which the United States has a competitive advantage, a technological lead, better delivery and/or service arrange-



**SPARKLING NEW PLANTS** are changing the industrial face of Trinidad, but proposed major new taxes on corporate earnings and profit remittances are clouding the investment picture. Above, a valve adjuster makes his rounds at the W. R. Grace and Company's chemical plant at Point Lisas.

PETROCHEMICALS AND SYNTHETIC RESINS are among the most promising areas for investment in Trinidad, according to its Industrial Development Corp. This is the Texaco refinery at Pointe-a-Pierre.

ments, or for which U.S. suppliers tailor specifications to particular needs. Product areas where such conditions exist and in which Trinidad's demand has been and is likely to remain high are manufactured goods, food, and machinery and transport equipment. In commodities for which such advantages are not deciding factors, many U.S. firms have supplied the Trinidad market through a foreign subsidiary located within the British Commonwealth.

About U.S. $30 million in AID grants is being made available to Trinidad during the 1963-67 period. The U.S. dollars involved are used to pay for essential commodity imports from the United States through normal commercial channels. Local currency received by the Government from the sale of this exchange to commercial importers is used for projects planned under the Five Year Development Program.

Trinidad, a member of both the General Agreement on Tariffs and Trade (GATT) and the British Commonwealth, favors formation of a Caribbean Common Market or some other regional economic grouping, but no progress toward realization of such an entity is observable.

While U.S. dollars continue to be readily available to cover import requirements, and payments on foreign drafts are generally satisfactory, both the growing trade deficit and the Government's desire to create additional jobs through industrialization have led to appreciable expansion of the list of items requiring import licenses.

## Corrective measures needed

The Minister of Finance has publicly stated that the country's dependence on imports of intermediate goods and raw materials, its considerable imports of food and consumer durables, and its heavy dependence on capital inflows to compensate for the normal current account deficit, all indicate that unless serious corrective measures are taken the country will encounter a grave balance of payments crisis.

As a consequence, there is an increasing tendency for Trinidad's trade pattern to shift away from importation of light consumer goods to local assembly and/or packaging operations, despite the relative lack of locally produced raw materials.

The greatest local commercial opportunity, therefore, is generally associated with new investment rather than the traditional pattern of importing and distribution, with the shifted emphasis on capital and semifinished goods imports. Thus, Trinidad's business community foresees marked import volume growth only in limited areas.

By contrast, proposals to establish assembly and/or packaging operations arouse active local interest, since governmental tax and import duty exemptions tend to compensate for the higher costs involved in production for a market of about 970,000 people.

Benefits for U.S. exporters tend to be limited in duration to the potential supplying of capital goods, except for new industries which rely on continuous imports of U.S. raw materials or semifinished goods.

## Investment climate favorable

The climate for foreign private investment in Trinidad is comparatively favorable. Industries which the Government's Industrial Development Corporation publicizes as among the most attractive for new investments include steel products, appliance assembly, metal office furniture, petrochemicals and synthetic resins, sanitary ware, builder's hardware, fish meal and oil, welded pipes, imitation jewelry, rubber products, tires and tubes, caustic soda, and chocolate manufacture.

Favorable factors in the local investment climate include Trinidad's record of political stability, absence of extremist political elements, average per capita income of over U.S.$500 a year, progress in developing social and economic facilities, access to British Commonwealth markets at preferential tariff rates, and attractive Government incentive legislation. Also pertinent is the existence of an Investment Guaranty Agreement with the United States. In addition, industrial-labor disputes virtually ceased with the passage in March 1965 of legislation giving the Government broad powers to control labor relations.

Possible drawbacks in the investment picture include the small internal market, reduced rate of economic growth, high and potentially increasing taxation, sharply-rising wage costs, and problems in acquiring work permits for foreign managerial and technical personnel.

## Financially stable

Trinidad and Tobago continues to be quite stable financially and the outlook is for no deterioration in the near future. Inflation is not presently a problem, the Trinidad and Tobago dollar has been stable, and foreign exchange reserves amount to about US$80 million. However, the Government debt is rising rapidly (as of year-end 1965 estimated at US$113 million) and, despite increased Government revenues due to tax increases in recent years, recurrent expenditures are growing and have kept Government spending appreciably above revenue.

A development which may provide a disincentive for private investors is the Government's proposal to introduce a series of new tax measures. These would include a 44% corporation income tax—in addition to the present sharply progressive personal income tax—and a 30% withholding tax on payments of most types of income to non-resident individuals.

Even if these proposals are enacted into law, however, it is presumed that they would not be applicable to new industries enjoying investment incentive tax holidays until the holiday term expired.

Negotiations are being conducted between the Governments of the United States and Trinidad and Tobago to replace the double taxation treaty which was canceled last year. If a new tax treaty is concluded, it could provide for a lower rate of withholding tax.

A branch of the First National City Bank of New York has joined the Chase Manhattan Bank as a member of the well-developed commercial banking system, thus providing additional U. S.-oriented banking facilities. Funds were provided in the Government's 1966 budget to contribute to establishment of an industrial development bank in a project sponsored by the local Chamber of Commerce. The projected Central Bank has not begun full operations, but arrangements are being made with the International Monetary Fund (IMF) to obtain the services of an outside expert for a two-year term as Central Bank Governor.

### Sugar and oil

Expansion of Trinidad's oil industry has been the key element behind the country's comparatively high living standard and economic growth, and, although small manufacturing industries also have developed to a degree, the economy is still essentially based on oil and sugar exports. Expansion of refining facilities is continuing, though at a slower rate, and an export-based chemical fertilizer industry is assuming a significant role. A number of new industries have been established to supply the local market and take advantage of local incentive legislation.

The most significant industrial installations established recently include a US$10 million paraffin plant at the Texaco refinery, a US$6 million platformer/hydrotreater at the Shell refinery, a US$1.8 million flour mill, a shrimp processing plant, and a television assembly plant.

Present or near-future construction plans include a US$18 million anhydrous ammonia unit at the W. R. Grace's already sizable chemical fertilizer complex, a US$4 million benzene/toluene unit at the Texaco site, a US$1.5 million automobile assembly plant, appliance assembly operations, and a number of smaller operations.

Considerable local interest has been shown in a recent proposal for construction of a TT$55 million (US$32.5 million) integrated iron and steel mill, but plans are still in the formative stage. In housing, a US$8 million local mortgage finance company has already been formed and construction begun on a new housing development adjacent to Port-of-Spain.

Work on projects necessary for industrialization is also proceeding in accordance with the general outlines in the Government's Development Plan. The US$37 million World-Bank-financed expansion of the country's electric power generating capacity and a US$25 million sewerage construction project financed by the U.S. Export-Import Bank are substantially completed. In addition, the second phase of a US$10 million Eximbank-backed project to expand the telephone system recently was initiated.

Operations of the port facilities of congested Port-of-Spain have been improving as a result of the introduction of new cargo-handling equipment, much of which is of U. S. origin.

After several years of virtual stagnation, overall agricultural production is gradually increasing. Low world market prices for some of the major export crops, however, have tended to prevent any significant increase in export earnings. The dominant export crop, sugar, continues to earn more than double the total of cocoa, citrus, and coffee. The majority of the country's food needs are imported but the Government's efforts to stimulate local agricultural development are beginning to show results in areas such as poultry, chickpea and citrus production.

### Not much dynamism

With the exception of sugar, where the area planted has been expanded and US$6 million in new milling and handling facilities constructed, the major cash crops do not show much dynamism. Trinidad's sugar is protected from the extremes of world market price fluctuations, as much of it is sold at prices negotiated under the Commonwealth Sugar Agreement, but present depressed world prices have brought down Trinidad's average export price and partially offset increases in production.

In Trinidad's relatively undeveloped fisheries, 18 U.S. shrimp trawlers are operating out of Port-of-Spain, and a local shrimp processing plant has commenced operations. Additional shrimp trawlers are expected, but use of Trinidad as a transshipping base by the Japanese tuna fleet has fallen off substantially because of declining catches.

### Labor relations stabilize

Trinidad's labor relations have stabilized considerably since the enactment last March of the Industrial Stabilization Act (ISA) giving the Government broad powers to control strikes, review, challenge, or otherwise adjust the terms (including wages) of any collective bargaining agreement, control prices, and examine any corporate records. It appears likely that this relative stability will continue throughout 1966, though challenges to the constitutionality of the law have been brought in the courts.

## Portugal enacts two anti-dumping decrees

The Government recently enacted two pieces of anti-dumping legislation. The decrees apply to Portugal and its islands (Azores and Madeira) and all overseas possessions—Angola, Mozambique, Cape Verde Islands, Portuguese Guinea, Sao Tome and Principe, Portuguese Timor, and Macao.

Basically, the decrees set up the legal framework and justify the application of defense measures against commodities sold under dumping conditions. Under the law, the importation of goods into Portuguese territory is considered "dumping" when these goods are sold at less than the fair price in the country of origin, or government subsidies in any form have been granted to the exporter, resulting in losses to Portuguese producers or delays in the construction of new plants in affected industries.

A permanent Commission for the Application of Anti-Dumping and Compensatory Duties composed of representatives of the Ministries of Finance, Justice, Economy, and Overseas Provinces, has been created to process all requests for imposition of anti-dumping or countervailing duties. Failure to report the existence of dumping or to supply necessary evidence may result in fine and/or imprisonment.

The decrees are consistent with Portugal's obligations under Article VI (Anti-Dumping and Countervailing duties) of the General Agreement on Tariffs and Trade (GATT).

For more detailed information, an informal translation of the decrees may be obtained on loan. **Write:** OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

**SHOPPERS ARRIVE** for a day of shopping in the business district of Oporto. Despite a 10.4% rise in imports, local shortages caused retail prices to rise in several areas of Portugal during 1965.

# Portuguese growth should continue, but labor shortage may curb gains

## Several industries failed to meet development plan's 1965 goals; remittances from immigrants, tourist earnings offset trade deficit

The Portuguese economy should continue to expand in 1966 under the impetus of the Development Plan, providing shortages do not occur in the labor force. Tourism will become increasingly important as hotel and related facilities are expanded to cope with the increase in visitors. Trade and investment opportunities for U.S. businessmen should increase moderately.

Preliminary estimates indicate that the economy grew 7% last year. Agricultural output slowed and several industrial sectors failed to meet the goals set by the Intercalary Development Plan (1965-67). Portugal experienced a trade deficit despite a rise in exports. Aggregate foreign trade increased by $70 million last year, as imports rose 10.4% to $901.6 million and exports 15.1% to $572.8 million, resulting in a trade deficit of $328.8 million—a 33% increase over 1964.

Remittances from overseas provinces and foreign exchange contributed by Portuguese emigrants and tourists contributed to the balance of payments surplus; tourism alone covered about 45% of the trade deficit. With a further increase in the number of foreign visitors predicted in 1966, earnings from tourism are expected to reach $210 million.

### Chief import gainers

Imports of food (caused by insufficient domestic supply), raw materials and machinery, accounted in large part for last year's increase in imports. Imports of unprocessed agricultural foods rose 24.2%; plastic materials, rubber and rubber products rose 13.4%; machinery and electrical material increased 13.1%; and metals and metal products rose 11.1%.

Exports of wood, cork, and textiles, Portugal's traditional products, showed no change last year. Processed foods increased 21%, with wine, canned fish, and tomato juice showing notable gains.

The direction of Portugal's trade remained generally unchanged, with the share of exports to EFTA rising slightly to 27% of the total. Imports from the EEC expanded slightly to 35%, with France and Italy showing gains. The U.S. share of total imports dropped to 8% (10.5% in 1964), but our share of Portugal's exports remained at 10.5%.

Imports from the U.S. fell from $81.6 million in 1964 to $72 million; the drop was due to large 1964 shipments of steel for the Tagus River bridge and $5.5 million in wheat, which were non-recurring.

Portugal's exports to the U.S. increased from $54.2 million in 1964 to $60.2 million. Chief products contributing to the increase were cotton textiles, concentrated tomato juice, and wine.

Preliminary estimates show that the Portuguese GNP increased by 7% in 1965, with agriculture, forestry and fishing increasing 5.7%, industry and construction 9.5%, electricity and services 5%.

The Portuguese Industrial Association estimates that industrial production increased by 8%, less than the 9.5% called for in the Development Plan. Wood, cork, and furniture output increased 13%, while foods, beverages, textiles, met the Plan's 6% goal. Chemicals, petroleum, metallurgical, metalworking and electrical industries lagged behind the planned growth rates.

### Weather hurt harvests

Adverse weather last year prevented notable agricultural increases in 1965, and may seriously affect this year's crops. The drought from March to September resulted in the harvest of some crops falling 12 to 30%. Because of the heavy rains in the fourth quarter, it was not possible to enter fields and seed normal areas; estimates show that areas sown in grains are 20 to 30% below normal.

Preliminary data for the fourth quarter show that production of agricultural, forestry and fishery products increased 5.7% over 1964, in large part attributable to the increased production of grains and cattle slaughter. Last summer's drought caused a reduction in cattle numbers at a time when Portugal was also importing large quantities of meat to supplement domestic supply.

Last year, the coverage of fixed price supports increased and commercial distribution improved, but local shortages of some commodities caused rising retail prices.

Increasing concern over the emigration of Portuguese workers has led to the creation of a new government agency—the National Employment Service (NEI). It will provide guidance and free employment placement, co-ordinate emigration policy with other government agencies, and conduct labor market research.

Approximately 84,000 workers emigrated in 1965, 13% of whom left for the overseas provinces, with the other 87% going to Western Europe, particularly France. More workers are leaving the labor force than entering it, and it is estimated that the working population has decreased by about 44,000 in the last two years. As a consequence wages have been rising, particularly in agriculture. The shortage of skilled workers which is now beginning to develop may cause a slowdown in the country's economic growth.

### Gold holdings grow

Despite a deficit in the trade balance, gold and foreign exchange holdings increased during 1965 to slightly under $1 billion—equivalent to 110% of Portugal's annual imports. In acknowledging that prices rose last year, the Government pointed out that inflation has been lower than in most other European countries. Nevertheless, wholesale prices showed an overall increase of 20%, with food rising 15%.

Because some retail prices are subject to controls, official statistics show only a 3.2% increase in this category for 1965. Despite such controls, some Lisbon merchants have been arrested for "speculation" in certain basic foodstuffs.

Wages also increased, reflecting the rise in cost of living, labor shortage, and the rise in productivity. Agricultural wages rose 12 to 14%, while some industrial sectors showed wage increases from 15 to 22%.

### Budget understated

The 1966 budget announced at the end of the year calls for expenditures of about $609.4 million, with revenues slightly higher. The Portuguese budget is usually understated and final totals for 1966 should be about 15% higher.

In December, the Government floated two loans totaling $38.5 million with Portuguese banks for projects under the Development Plan for Mozambique.

Plans have been announced for the construction of a resort in southern Portugal near the city of Faro. The development will accommodate some 55,000 people and will have a wide range of sports activities and modern entertainment facilities.

A jointly operated Spanish-Portuguese nuclear plant is scheduled to be built on the Guadiana River (on the border) with a 500,000 kw. capacity. Construction is due to begin in 1970.

# Private firms provide main thrust as Mexico's economy surges ahead

## After year of consolidation, Government plans several projects; foreign trade at record levels, with exports up 8.6% in '65

By DOUGLASS K. BALLENTINE
*Commercial Attache*
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The year 1965 was favorable for foreign trade and business in Mexico, and 1966 promises to be even better.

Overall economic activity increased by 5.1% in real terms, considerably below the forward surge of the previous year but still a healthy gain. In current prices the growth rate was 7.9% and the gross national product approached the $20 billion mark.

It was a year of consolidation in public economic activity. The administration of President Gustavo Diaz Ordaz laid out plans for the future and kept a tight lid on price pressures.

However, private enterprise provided the main thrust of the economy's growth. Establishment of new enterprises and expansion of existing ones was the order of the day throughout the economy.

The Federal Government's ordinary budget for 1966 is 20.1 billion pesos, compared to 17.9 billion in 1965. The budget of the important decentralized Government agencies is an additional 32.3 billion pesos. These agencies, which include Petroleos Mexicanos (PEMEX), the national Railways and the Federal Electricity Commission, are important buyers of both domestic and imported goods.

Government departments responsible for supplying services to the economy, as well as the decentralized agencies, have announced large investment programs for the six-year presidential term ending in 1970. Included are telecommunications, railway, road building, electric power, irrigation, and airfield programs. Only a few contracts have been let thus far, but it was generally expected that most of the programs would get under way by mid-year.

### Trade record

Mexico's foreign trade reached record heights in 1965; exports rose by 8.6% and imports by 4.5%.

Exports during 1965 totaled $1,110.7 million, an increase of $88.2 million over 1964. Greater sales of minerals, manufactured goods, and a number of agricultural products—including cotton, wheat and corn—accounted for most of the increase. Some of Mexico's most important traditional exports, such as coffee and sugar, declined in value.

Imports also reached a record $1,560.2 million, $67.3 million greater than the previous year. Producers' goods accounted for 81% of the total, 5.7% more than in 1964. Private commercial imports rose by 6.6% and made up 83% of the total, while publicly-financed imports declined by 4.6% and accounted for 17% of all imports.

Mexico's total trade with its LAFTA partners amounted to 2.5% of the country's world trade, compared to 1% four years earlier. This figure may well reach 5% by 1970, as the LAFTA nations take increased advantage of the group's internal trade concessions.

### Considerable rise

The foreign trade outlook for 1966 is for a considerable rise in imports and an export increase on the order of last year's, or perhaps slightly less.

The Mexican Government is engaged in a drive to boost exports in an effort to earn an increasing proportion of the foreign exchange necessary to meet its rising import bill. It is stressing the establishment and development of manufacturing for export. These efforts will probably bear some fruit in 1966, in the form of increased exports of chemicals, textiles, paper manufactures, and machinery and components.

Exports of agricultural products, which ordinarily account for more than half of the total export value, may decline slightly from 1965 levels.

Mineral and metal exports, which account for about 25% of foreign exchange earnings, may go up as much as 10% due to tax relief measures recently granted to the mining industry.

The anticipated sharp rise in government investment and the sustained growth of private investment should produce an increase in imports larger than last year's. Rising activity in most sectors

MEXICAN AUTO INDUSTRY WILL NEED SIZEABLE IMPORTS of components and machinery as local output rises. This is General Motors de Mexico plant, which assembles cars and makes Frigidaire products.

of the economy will probably lead to increased imports of machinery, equipment, components and raw materials.

Manufacturing industries should generate the largest demand for these producers' goods. The automotive industry will continue to require sizeable imports of components and machinery as output moves ahead and as new enterprises for the manufacture of component parts are established. The growing chemical industry will require new machinery and equipment.

Textiles should also present favorable prospects for export sales, as the industry is in the midst of a re-equipment program and the Government has announced that capital goods for the industry may be acquired abroad despite local manufacture of components and assembly of looms and spinning frames.

## Will need capital goods

Expansion in the fertilizer and paper and pulp industries should also lead to a considerable increase in capital goods imports.

New government construction programs coupled with sustained private building are likely to lead to a substantial increase in demand for imports of certain types of construction machinery and materials. Construction machinery is increasingly being manufactured in Mexico, but the larger and most sophisticated types will continue to be imported.

Railway equipment will be in demand in 1966 as the program for improving the railroads moves into high gear. Most railway cars are already manufactured in Mexico and locomotives are beginning to be produced, but engines and specialized components will be required in quantity. Japanese, Canadian, and British producers are competing strongly for this business.

Sales of U.S. commercial aircraft in Mexico boomed in 1965, but may slow down this year. Despite high import duties the market for executive aircraft and small planes appears to be increasing, and the Government's program for airfield improvement should provide good sales opportunities to U.S. manufacturers of airfield equipment.

Prospects for the sale of large tractors and the more complex types of agricultural machinery are also good. Local manufacture of small tractors and continued production of less complex agricultural machinery will cut into sales of these types of equipment.

Chemical and pharmaceutical producers are in the process of expanding into new lines of production, and the demand for new and highly specialized items in this line is likely to continue strong. Newsprint imports should rise throughout the year, even though plans for a manufacturing facility have been announced. Demand for foreign wood pulp will probably hold about even. Rubber imports may well decline with the establishment of a synthetic rubber plant which will meet much of Mexico's requirements.

The growth of the metal fabricating industry, together with the drive to modernize and generally improve the efficiency of existing establishments, is likely to lead to increased imports of metal working equipment. Similar developments in other industries, spurred by an increasing export consciousness among manufacturers, should give rise to larger imports of industrial instruments and packaging machinery.

## Industrial exhibit

An industrial machinery exhibition sponsored by the Department of Commerce scheduled for the first two weeks of August will show these three lines.

Imports of ordinary mining equipment will probably decline due to expanded domestic production. Imports of special equipment, however, may well hold steady with the development of interest in new mining ventures. Oil field and refining equipment imports seem likely to increase as the PEMEX investment program picks up speed. Sales of refined petroleum to Mexico are also likely to increase, as it does not appear that domestic output will be able to keep up with demand.

The market for scientific, technical and medical equipment continues to expand; the United States is holding its position as number one supplier, but European competition is increasingly strong.

Imports of electric power equipment are likely to increase somewhat as the government's power expansion program gets under way. Competition from Japanese and European suppliers in this line is particularly strong. The conversion of power in the Federal District from 50 to 60 cycles is not likely to begin in 1966.

Competition from Japanese and European suppliers in the communications and electronics equipment field has also intensified and is likely to remain keen. The outlook for imports, however, is favorable due to government and private programs in the communications field.

The market for the more advanced items of office machinery of foreign manufacture continues to be good. Local manufacture is likely to expand, however, and cut into imports of less complex machines.

In short, 1966 promises to be a good year for U.S. exporters to Mexico, provided they intensify their sales efforts to meet growing competition from other suppliers.

# Several non-member governments aid operations of Latin development bank

## U.K. agrees to channel $11.6 million in aid through IDB; Canada, Germany, Italy, Spain also assist; Dutch offer help

The Inter-American Development Bank, the international financing agency for Latin American development, received a boost from a recent agreement by the United Kingdom, a non-member country, to channel the equivalent of $11.6 million through the Bank.

This is the remainder of a $20 million commitment made by the United Kingdom in June, 1964. The first portion was obtained in September 1964, through the sale of Inter-American Development Bank bonds in the United Kingdom. The new resources will be used to purchase British goods and services.

The Inter-American Development Bank will have primary responsibility for selecting, processing and approving loan projects. The approval of the British Government will be obtained before the loan agreement with the borrower is signed. In selecting projects, the Bank will apply the same operational procedures which it utilizes in making loans from its own resources.

The agreement with the United Kingdom is one of several arrangements with non-member countries. Other agreements have been made with Italy, Germany, Spain and Canada.

The agreements with Canada are of two types, one covering contributions to finance "soft loans," and the other financing ordinary loans on productive economic development projects which bear interest. The initial agreement in December 1964 concerned $10 million (Canadian) to be used for "soft loans." This was subsequently increased to $20 million (Canadian).

### Fifty years to pay

These "soft loans" primarily are for pre-investment needs such as economic, social and educational infrastructure purposes. They are repayable within periods of up to 50 years and are free of interest. In April 1965 Canada agreed to provide up to $15 million (Canadian) to be used just as the Bank's ordinary resources, for financing productive economic development projects with interest-bearing loans on suitable terms.

The Netherlands has expressed willingnes to channel up to $10 million through the Bank over a two-year period. The specifics of a pertinent agreement are still under consideration.

The principal topics scheduled for consideration at the 1966 Annual Meeting of the Inter-American Development Bank, which took place in Mexico City from April 25-29, were an increase in the Bank's resources and the possibility of establishing a preinvestment fund for Latin America's regional development.

## Pakistan puts price limits on 'free-list' imports of iron, steel, metals

The Government of Pakistan has announced additional details of its import policy for items of iron and steel and non-ferrous metals importable from the "Free List" under the revised licensing policy for January-June 1966 reported in this magazine last week.

M. S. billets, tinplate, M. S. strips, tin, and zinc are being procured through worldwide tenders issued by the Government, while pig iron is under barter from the USSR. Other "Free List" iron and steel items and non-ferrous metals may be imported by industrial consumers, subject to pre-fixed ceilings based on entitlements established while these items were still under licensing.

Industrial consumers are required to advise the Chief Controller of Imports and Exports (CCIE) of their six-month requirements for specific items. Requirements may not exceed established six-month entitlements, and the CCIE may allow only part of it to be imported.

Within 15 days from receipt of a letter authorizing the amount to be imported, the importer must submit to the CCIE at least four quotations from different source countries and obtain a "Pre-Price Check Certificate," which will be given only for the lowest cost source. Letters of credit must be opened within 15 days after receipt of the "Pre-Price Check Certificate."

## India revises early '66 industrial licensing policy

The Government of India has revised its industrial licensing policy covering the first six months of calendar 1966. The revision reflects the results of a review undertaken every six months by the Indian Government of different industries' ability to meet both domestic and export demands.

The core of the policy consists of two industry listings. The first (banned) list sets forth 235 industrial classifications where applications for industrial licenses will "ordinarily be rejected without reference to the Licensing Committee."

Under the second (merit) list of 98 industrial classifications, applications for licenses are considered on their individual merits.

Both lists are essentially illustrative; applications for industrial licenses for products not included in the merit list or those covered by the banned list will be considered if local manufacture of the products involved will contribute significantly to the earning of foreign exchange through increased exports, import substitution, or the more efficient utilization of indigenous raw materials.

For copies of the lists, **write:** Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Dept. of Commerce, Washington, D.C. 20230.

## Quotas set for newsprint, ferrosilicomanganese by EEC

The EEC has approved tariff quotas for newsprint and ferrosilicomanganese, valid for the last three quarters of 1966 and for the whole year, respectively, imported from third countries into certain Member States.

The following list shows the Common External Tariff numbers, products, Member States, quotas in metric tons, in-quota duty rates in percent ad valorem (followed in parentheses by the full CXT).

**4801A**—Newsprint, Germany, 393,750 Free, and France, 57,000 Free (7); **7302D**—Ferrosilicomanganese, Germany, 21,300 at Free and 1,700 at 0.9 (6); Netherlands, 200 at Free and 100 at 0.9 (6).

The ferrosilicomanganese quotas, in conformity with the EEC policy of both gradually applying the CXT and reducing the quantities for tariff quota items, show for the first time a small duty on a part of the quotas and a decrease from last year's quantities.

## Malaysia drops duties on most goods moving between nation's 3 areas

Malaysia has announced that all goods of Malaysian origin, with a few exceptions and subject to certain conditions, will be exempted from duties when moved within Malaysia. Prior to March 11, when this Order went into effect, goods manufactured in any of the three Malaysian areas of Malaya, Sabah or Sarawak were subject to the tariffs of the other areas.

The Malaysian Government considers this step a further move toward a fully integrated, single customs area in which all locally manufactured and imported goods would be able to move freely within Malaysia.

The new measure does not apply to certain products such as laundry soap, rubber footwear, aerated waters, cigarettes and matches, which are manufactured in Sabah and Sarawak and would be adversely affected by free entry of similar goods from Malaya. Commercial motor vehicles and petroleum products are also excluded because of the different methods of collecting revenue on these items within Malaysia.

There is a partial exemption from customs duties for beer, stout, and playing cards. Goods manufactured in the free port islands of Penang (Malaya) and Labuan (Sabah) are also excluded from this arrangement.

## Colombia ups peso deposit for foreign exchange by 50%

Colombia has raised by 50% the peso deposit necessary to obtain foreign exchange at the intermediate rate to pay for imports. The deposit, previously computed at the preferential rate in all cases (9 pesos to the dollar), must now be computed at the intermediate rate (13.5 pesos to the dollar) when exchange is to be obtained at that rate.

The deposit is 95% of the f.o.b. value and must be made 20 days prior to purchase of exchange. Currently 85% of Colombia's imports are paid for at the intermediate rate.

## Yemen hopes for the best despite civil strife

Despite unfavorable political events due to civil strife, and an economic setback which by the end of 1965 had resulted in a sharp rise in retail prices, the Yemeni economy is still hoping for improved stability in 1966. The U.S. Embassy in Taiz has prepared a comprehensive report reviewing the Yemeni economy for 1965, and projecting an outlook for 1966.

A loan copy is available from the Near East-South Asia Division, OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

## India announces procedures to settle mica export claims

The Government of India has announced new procedures to facilitate settlement of claims arising out of mica exports.

While a foreign purchaser must open an irrevocable letter of credit in an Indian bank for 100% of the invoice value of the shipment, the letter can specify that not more than 95% of the amount will be initially payable to the exporter. The balance will be held by the bank for a period not exceeding six months from the date of shipment and will be available for settlement of any claims between exporter and purchaser.

Claims derived from causes other than questions of quality, including size such as short weight, breakage, pilferage, and late shipment, may be settled up to a limit of 2% of the invoice value in favor of the purchaser out of the 5% balance on the request of the exporter to the Reserve Bank of India. Claims of a value higher than 2% of the value of the shipment or derived from considerations of quality (including size), will be judged by a special panel being established by the Indian Council of Arbitration.

## Germans use new technique in selling to Ecuador

Several West German manufacturing and exporting firms are increasing sales to Ecuador at a relatively small additional cost.

Young, unmarried, German salesmen are sent on a 2 to 3 year contract to spur sales of selected German lines. They are paid a small salary plus generous commissions, and are attached to their firm's well-established local agents for such support services as secretarial assistance and office space, thus insuring minimum additional overhead.

Advantages of this new export promotion method include definitely increased sales, improved confidence in the German product due to the fact that a German national is assigned to represent it, and excellent training and proving of young salesmen in the foreign field, where they must use the local language.

## Ireland raises duties on imports of tobacco

The Irish Government has increased the customs duties on tobacco imports from all countries. Effective March 10, the following new rates of duty per pound (old rates in parentheses) were applied to imports of unmanufactured tobacco: unstripped or unstemmed, containing 10% or more by weight of moisture, £3 9s 4½d (£3 5s 11½d); unstripped or unstemmed, other, £3 17s 1d (£3 13s 3½d); stripped or stemmed, containing 10% or more by weight of moisture, £3 9s 5d (£3 6s); stripped or stemmed, other, £3 17s 1½d (£3 13s 4d).

The present import duties per pound (old rates are in parentheses) on selected tobacco products are as follows: cigarettes, Full, £4 4s 6⅜d (£4 6d) and Preferential and Special Preferential, £3 10s 5½d (£3 7s 1d) and cigars, Full, £4 6s 10⅙d (£4 3s) and Preferential and Special Preferential, £3 12s 4½d (£3 9s 2d). (One £ (pound) = US$2.80; 1 s (shilling) = $0.14; 1d (pence) = $0.01⅙.)

The Preferential and Special Preferential rates apply to goods originating in the British Commonwealth while the Full rates are assessed on items coming from the United States and other non-British Commonwealth countries.

## Indonesian state trading firms restored to '64 status

Indonesia's six state trading companies have been reconverted into the following nine, through a recent reorganization: P. N. Aduma Niaga; P. N. Aneka Niaga; P. N. Dharma Niaga; P. N. Dirga Niaga (formerly P. N. Aduma Niaga II); P. N. Kerta Niaga (formerly P. N. Aneka Niaga II); P. N. Pantja Niaga; P. N. Pembangunan Niaga; P. N. Satya Niaga; P. N. Tjipta Niaga (formerly P. N. Perbangunan Niaga II)

Through this move the government reestablished as separate companies the three absorbed in August 1964 when the government reduced the nine companies to six and changed their designation from *Bhakti* to *Niaga.*

Since the organizational framework of the original nine was largely retained in the 1964 change, and each of the three absorbed companies operated as Unit II of other companies, as indicated above, the change was effected easily. It is not expected to have any practical significance on the operations of the companies involved.

# **Investment Opportunities** pages 35-37

# Producers in Norway, Germany, Sweden offer items for manufacture in U.S.

### Licensees sought for air purifier, exercising unit, other equipment

Several companies—in Norway, Germany, and Sweden—are offering their products for manufacture under license in the United States.

Products offered are an air purifier, an automatic compression recorder, rotary tower cranes, a home exercising unit, and a tractor-mounted front loader.

From Norway comes an opportunity for U.S. firms to manufacture under license an air purifier. Awarded two prizes by the Norwegian Association for Industrial Safety, this product is designed for three applications: individual protection with face mask connection, air cleaner and dust separator, and humidifier.

The portable self-contained tank unit measures about 27 inches high with a 24-inch diameter. The electrically driven unit has a compressor fan, concentrically joined with a centrifugal pump which forces the air through a tube where it is filtered. The dust separation is based on the filtration of air through a rapidly rotating vaporized fluid. File 1352-R.

## Three in Germany

A German manufacturer seeks a U.S. licensee to produce its automatic compression recorders for internal combustion engines. These gauges for testing the pressure in cylinders reportedly are known throughout the world. They are designed not only to test the cylinder pressure in internal combustion engines but also to indicate the condition and deficiencies of each cylinder without having to disassemble the engine. File 1355-R.

A German manufacturer of rotary tower cranes offers to license a U.S. firm for production of its cranes in the United States. The firm reports that the outstanding technical features of its cranes makes it possible to use this equipment for erecting all conventional building superstructures up to a maximum height of 425 feet. On its longest radius of 98 feet, the crane has a lifting power of more than 3,000 pounds.

Among the features of the rotary tower cranes are: simple and sturdy construction, remote control, telescopic slewing mast, convenient size for road transport, and easy and quick assembling. The manufacturer has had more than 60 years' experience in crane construction. File 1229-R.

Also from Germany comes the opportunity to manufacture under license a home exercising unit which combines in a reportedly unique manner bicycle riding with rowing. It can be collapsed for easy storage in a minimum space. The exerciser, which has many different position adjustments, can be used by the entire family from about age eight. A U.S. patent has been granted. File 1349-R.

## Loader from Sweden

A Swedish designed, tractor-mounted loader is available for production in the United States under license or on a joint-venture basis. The front-mounted loader has two single-action lift cylinders and is designed for agricultural purposes such as loading manure, gravel, earth, hay, snow, crates.

The loader is easy to operate, according to its manufacturer. The lift capability and the lift speed are dependent on the tractor's hydraulic system. A load of 1540 pounds, including the weight of the loader, requires a pressure of at least 1700 pounds per square inch to raise the load to a height of 6 feet 6 inches. The time required to lift the load to the same height is 4 seconds, if the oil pump delivers about 6 gallons of oil per minute.

The job arms with attachment, as well as the loader as a whole, can be easily attached and detached. The Federal Machine Testing Department of Sweden reports the durability of the loader is good. File 1239-R.

## Names available

Additional information on these products and the names and addresses of the manufacturers are available from the Office of International Investment, BIC-874, Department of Commerce, Washington, D.C. 20230, by referring to the appropriate file number.

### Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-8620, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Rm. 6059B, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-8630, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

### INDUSTRIAL MACHINERY

A Belgian machinery manufacturer seeks to diversify and expand operations by making machinery for the cement, mining, quarrying, and plastic industries.

Reportedly located on an 11-acre site, the company maintains extensive facilities including a foundry, machine shops, and traveling and wall cranes.

**Write:** Ateliers Heuze, Malevez & Simon S.A., 59 rue des Glaces, Auvelais, Belgium. WTD.

### INDUSTRIAL CHEMICALS

A French quarrying firm and producer of calcium carbonate seeks a joint venture with a U.S. firm to expand operations.

**Write:** Carbonates et Chaux de la Tour-Blanche, No. 8 Cours du Chapeau-Rouge, 33-Bordeaux, Gironde, France. WTD.

# Indian mission due in U.S. soon to seek private investment in fertilizer plants

## Projects started before March 31 will get special treatment

Armed with concrete facts and figures on specific projects to radically increase India's fertilizer production through private foreign investment in the industry, a high-level team of Indian officials is expected to visit the U.S. in a few weeks to discuss and negotiate investment agreements with U.S. fertilizer manufacturers.

Current plans call for the Mission to hold special group and individual meetings with interested U.S. firms in New York and several other cities during the latter part of May.

The Indian Government seeks agreements with private foreign companies by July for the establishment of substantial new fertilizer production. It has publicly announced that fertilizer projects affiliated with or controlled by private foreign firms, if licensed before March 31, 1967, will be exempt from price control and any restriction on marketing area for seven years from the beginning of commercial production, subject to an Indian Government option to take up to 30% of production at negotiated prices.

The itinerary of the group will not be available until near their departure date, so firms interested in meeting with Mission members to obtain further details and precise information on specific projects should **write or call** without delay: Bureau of International Commerce, Office of International Investment, 878, Department of Commerce, Washington, D.C. 20230. Phone: Area Code 202, WO 7-5367.

### COPPER WIRE

A Belgian manufacturer of rope and steel cable seeks a joint venture with a U.S. company to produce plastic-coated electric copper wire. The Belgian firm would also consider proposals involving acquisition of part of its facilities by a U.S. company.

**Write:** N. V. Algemen Maatschappij Voor Touw En Staaldraadkabels, 44 Koppellestraat, Hamme, Belgium. WTD.

### Invest in a beehive?

A new full-color brochure outlining incentives available to manufacturers who establish factories in Barbados has been published by the Barbados Development Board.

Entitled "Operation Beehive," the booklet spells out the advantages offered by Barbados. These include a 10-year tax holiday, "in-bond" manufacturing privileges, repatriation of capital and profits, availability of low-rent factory space in two modern industrial parks, and an abundance of inexpensive and educated workers.

**Write:** Branford Taitt, U.S. Representative, Barbados Development Board, 355 Lexington Avenue, New York 10017.

## Clothing maker in Tangier proposes textile venture

A Tangier clothing manufacturer, currently producing uniforms for the Moroccan army, is seeking a joint venture with an experienced U.S. company to establish a 140-loom cotton-weaving plant south of Tangier.

In return for a 50% interest in the proposed venture, machinery and technical assistance are requested of a U.S. firm. Total estimated cost of the project is $700,000. The Tangier firm states it has received a 20% investment loan and a 20% reduction in import duties from its government.

Plans call for the new mill to produce about 4 million yards of cotton cloth and 11 million yards of poplin fabric annually. A number of textile machines, including looms, spindle winders, knotting machines and cloth trimmers will be needed for the new plant.

**Write:** Compania Industrial Textil Del Rif S.A., 29 Esperanza Orellana, Tangier, Morocco. WTD.

### STEEL FABRICATION

A Belgian manufacturer of bridges, tanks and boilers, in business since 1900, seeks to expand its operations through a joint venture or merger with a U.S. firm.

The firm states that it is willing to discuss any type of business arrangement with an interested U.S. company.

**Write:** Ateliers de Construction de Montignies-sur-Sambre, 41 rue Grimard, Montignies-sur-Sambre, Belgium, Attn: Mr. Maheux, Mgr. WTD.

## Partner sought by track and tractor assembler

A joint venture arrangement is sought by the Philippine distributor and assembler of a line of English trucks and tractors, preferably with an experienced U.S. automotive equipment dealer. Primary purpose of the proposal is to obtain working capital in the vicinity of $800,000, but managerial and operating advice and assistance on the part of the U.S. investor is also sought.

U.S. investor would receive convertible debentures instead of shares for its interest in the venture but the Philippine firm is willing to discuss and negotiate any form of joint venture arrangement promising mutual benefit.

Founded in 1954, the Philippine firm is organized into five divisions: Agricultural, Truck, Production, Finance and Marketing. The Agricultural and Truck Divisions are autonomous sales groups, the former being built around tractors and complementary implements and the latter around trucks. The Production Division handles truck and tractor assembly and service and implement manufacture. With 16 branches, the firm at the end of 1964 had a total of 761 employees.

According to the firm, it has 28% of all tractor business in the Philippines and sold 14% of all diesel trucks in the 10,000 to 20,000 lb. category, plus 17% in the 20,000 to 30,000 lb. category.

**Write:** G. A. Machineries Inc., GAMI Bldg., MacArthur Highway, Marulas, Valenzuela, Bulacan, Philippines. WTD.★

### SYNTHETIC BRAKE SHOES

A South African plastics firm seeks a license to manufacture synthetic brake shoes for the South African Railways, to be used on locomotives and rolling stock and containing a proportion of asbestos.

The company claims that the South African railroads want to replace their present cast-iron brake shoes with the synthetic type and, subject to satisfactory tests, believes that it could obtain a contract for one million shoes a month.

It specializes in production of polystyrene products such as ceiling boards, acoustic tiles and sheets, pipes and ducting for use in refrigeration and air conditioning.

A licensing agreement combined with some technical assistance during the initial stages is desired. Details of the terms of agreement would be subject to negotiations.

**Write:** Nafor Plastics (Pty.), Ltd., 2 York Rd., Pinetown, Natal (or P.O. box 3642, Durban), South Africa. WTD.

# Ecuadoran study points up potential for establishment of new tile plant

**Center for Development estimates growing demand for vinyl-asbestos tiling; report now available to U.S. investors**

An opportunity exists in Ecuador for establishment of a vinyl-asbestos tile plant, according to a recent study by the Republic of Ecuador's Center for Development.

The study analyzes the potential market for vinyl-asbestos tiling in Ecuador and the costs of building and operating a facility for manufacturing this product.

The Center's report, titled *Vinyl-Asbestos Tile,* estimates the Ecuadoran demand for vinyl-asbestos tiling, describes the most popular sizes of tiles used there, and analyzes such important factors in establishment of a plant as costs, production, and profits.

The study, sponsored by the Agency for International Development, is one of 17 reports recently made available to businessmen at reproduction cost through AID's Catalog of Investment Information and Opportunities. Titles and prices of all 17 studies are listed in the third supplement to AID's 1966 edition of its free index to the catalog.

Demand for vinyl-asbestos tile will rise from about 500,000 square feet in 1963 to more than 1,200,000 square feet in 1970, according to the study. Additional investigation indicates that it would be profitable to establish a plant in Ecuador capable of producing about 1,119,000 square feet of tile annually. The plant might initially operate at 60% of capacity and expand according to market needs. Total investment required to establish the plant is estimated at $266,000. Reportedly, $231,000 would cover construction costs and $35,000 would be necessary for operating costs.

### Abstract available

An abstract of the study—along with the other 17 listed in the Supplement—has been added to the 1,500 abstracts of other studies which comprise the entire catalog. Each study, reproduced from a master microfilm, its microfiche copy, and its abstract are available at reproduction cost to U.S. firms and individuals. A complete up-to-date catalog, which may be consulted at no charge, is maintained at each of the Commerce Department's 42 Field Offices.

Hard copies of the vinyl-asbestos tile report are cost priced at $2, microfiche at 50 cents, and abstracts at 35 cents. Orders should specify the type of report requested and carry the title, *Vinyl-Asbestos Tile,* and identification number 1/10/02380, SIC 3079.

Orders may be placed at the nearest Commerce Department Field Office or mailed directly to Department of Commerce Clearinghouse for Federal, Scientific and Technical Information, 410.14 Springfield, Va. 22151. Checks should be made payable to National Bureau of Standards—CFSTI.

### Index lists 1500

The Index to the Catalog of Investment Information and Opportunities is of particular interest to businessmen contemplating investment, licensing or trade with less developed countries. Available at no charge, this new 100-page booklet and its three supplements list by country and by industrial classification the titles and prices of the approximately 1500 studies represented by abstracts in the Catalog.

**Write:** Office of Development Finance and Private Enterprise, Agency for International Development, Washington, D.C. 20523, or any Commerce Department Field Office.

## Philippine dairy firm makes joint venture offer

This firm, operating a dairy farm of over 1,000 cows and a modern milk processing plant, is interested in some form of joint venture arrangement, primarily to provide working capital. The Philippine firm is reported to be willing to consider granting a majority interest in the venture but prefers that the U.S. investor accept convertible debentures instead of shares in return for it financial participation. The arrangement sought would provide for a degree of control by the U.S. firm in proportion to its investment.

Located in Manila, the milk processing plant is designed to process sterilized milk from the raw product. This involves heating raw milk to a higher temperature than the pasteurized product, thus killing all bacteria. The sterilized milk is packaged in soft drink bottles with metal caps and reportedly can be kept indefinitely without refrigeration. Currently, the plant is reported to be operating at less than 25% capacity with the bulk of the farm's raw milk being sold to a distributor of pasteurized milk.

**Write:** Grassland Farms, Inc., 1202 Epifanio de los Santos Ave., Quezon City, Philippines. WTD.★

## Peruvian mine owner wants to develop silica deposit

A Peruvian mine operator seeks a joint venture with an experienced U.S. firm to develop a reported silica deposit for use in manufacturing abrasives.

Participation by a U.S. company in the proposed project is requested in the form of capital and technical know-how.

The Peruvian entrepreneur claims his deposit contains several million tons of 95% pure silica.

**Write:** Negociacion Minera del Sur—J. Oviedo V., Misti 102 (Yanahuara), Post Office Box 130, Arequipa, Peru. WTD.

### DIESEL ENGINES

A French company operating extensive facilities, including shipyards, workshops and a foundry seeks a license from a U.S. firm to manufacture diesel engines and compressors.

Established in 1856, the French firm currently employs approximately 3,000 persons. Its shops have produced such industrial products as marine drive equipment, heavy truck axels, and diesel engines. The company states it would also consider a joint venture arrangement with a U.S. company.

**Write:** Forges et Chantiers de la Mediterranee, 6-8, Rue Camou, Paris 7e, France. WTD.

### SCIENTIFIC INSTRUMENTS

A French manufacturer of precision and scientific instruments seeks to expand and diversify its operation through a licensing arrangement with a U.S. firm in a related field.

Established in 1827, the Bordeaux firm produces compasses, electronic devices and radar apparatus in addition to a wide range of optical products.

**Write:** Poitevin-Duault, No. 2 Quai des Chartrons, 33-Bordeaux, Gironde, France. WTD.

# Dual completion methods for oil well development to be used by Burma

## Prices invited for complete well installation, fob and c&f

Burma's People's Oil Industry of Rangoon, which intends to produce oil from wells of 5,000 feet depth under dual completion methods, is inviting quotations for a complete well installation, with detailed specifications and both f.o.b. and c.&f. prices.

Special conditions under which the dual production will occur are these:

- Both upper and lower producing zones flowing 5½" x 17 lb. J55 casing. Upper member to be produced through 1½" tubing, lower member through another string of 1½" E.U. tubing.
- Both upper and lower producing zones flowing 7" x 26 lb. P110 casing. Lower member to be produced through 2⅜" E.U. tubing from below packer; upper member to be produced through another set of 2⅜" E.U. tubing from above the packer.

The quotation should include all necessary equipment including packers, sliding doors, tubing hangers and wellhead equipment and tools for running in and pulling out and other servicing operations.

**Write:** General Manager, People's Oil Industry, Merchant Street, Rangoon, Burma.

## Greece seeks supply of items for its vocational centers

The Ministry of Commerce, Athens, Greece, has issued tender No. D/196/1966 for the supply of metalworking equipment for Accelerated Vocational Training Centers.

Equipment required includes lathes, grinding machines, grinding wheels, drilling machines, milling machines, welding equipment, power shears, presses, and band saws.

**Bid deadline is May 20.**

Copies of tender documents are available to firms located in the U.S. from the U.S. Department of Commerce, Metalworking Equipment Division, BDSA-592, Washington, D.C. 20230. Telephone 202-WO 7-5652.

## Burmese firm seeks bids on supply of boiler fittings

The Myanma Export Import Corporation in Rangoon, Burma, is inviting bids for the supply of 52 items of boiler fittings and accessories, under tender No. 1345/237(T)MCY-G-1/(65-66).

Bids should be mailed to the Chairman of Trade Corporation 13 **before 4 p.m., May 31.** All related correspondence should be addressed to the Chairman, Trade Corporation 13, P.O. Box 1391, Rangoon, or cable "TRADE ONE THREE/RANGOON."

Some of the items wanted are: fusible plugs and removable cones; loco fusible plugs; spare steam, suction and delivery jets for penberthy type automatic injectors; carbon steel boiler plates; boiler rivets; boiler generating tubes and stay tubes; and gauge glass rings.

A copy in detail of the Invitation to Tender, Instructions and Terms, is available on loan to firms located in the United States from the U.S. Department of Commerce, Building Materials & Construction Industries Division, BDSA-564, Washington, D.C. 20230. Telephone: 202-967-3601.

## Garbage conversion plant bids sought by Iraqi Municipality

The Municipality of Baghdad, Ministry of Municipalities & Works, Baghdad, Iraq, has issued tender No. 26 for the supply, construction, and operation of a 600-ton per day plant to convert garbage to organic fertilizer.

Bidders are expected to operate the plant for two years and to train local employees in operation.

**Bid deadline is July 10.**

Specifications are available on a short term loan basis to firms domiciled in the U.S. from U.S. Department of Commerce, GIEC Division, BDSA-588, Washington, D.C. 20230. Telephone: 202-967-5589.

### U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

**ALBUQUERQUE, N. MEX.,** 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

**ANCHORAGE, ALASKA,** 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

**ATLANTA, GA.,** 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

**BALTIMORE, MD.,** 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

**BIRMINGHAM, ALA.,** 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

**BOSTON, MASS.,** 02110, Room 230, 80 Federal St. Area Code 617 Tel. CA 3-2312.

**BUFFALO, N.Y.,** 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

**CHARLESTON, S. C.,** 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

**CHARLESTON, W. VA.,** 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

**CHEYENNE, WYO.,** 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

**CHICAGO, ILL.,** 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

**CINCINNATI, OHIO,** 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

**CLEVELAND, OHIO,** 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

**DALLAS, TEX.,** 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

**DENVER, COLO.,** 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

**DES MOINES, IOWA,** 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

**DETROIT, MICH.,** 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

**GREENSBORO, N. C.,** 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

**HARTFORD, CONN.,** 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

**HONOLULU, HAWAII,** 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588977.

**HOUSTON, TEX.,** 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

**JACKSONVILLE, FLA.,** 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

**KANSAS CITY, MO.,** 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

**LOS ANGELES, CALIF.,** 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

**MEMPHIS, TENN.,** 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

**MIAMI, FLA.,** 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

**MILWAUKEE, WIS.,** 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

**MINNEAPOLIS, MINN.,** 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

**NEW ORLEANS, LA.,** 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

**NEW YORK, N. Y.,** 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

**PHILADELPHIA, PA.,** 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

**PHOENIX, ARIZ.,** 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

**PITTSBURGH, PA.,** 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

**PORTLAND, OREG.,** 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

**RENO, NEV.,** 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

**RICHMOND, VA.,** 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

**ST. LOUIS, MO.,** 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

**SALT LAKE CITY, UTAH,** 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

**SAN FRANCISCO, CALIF.,** 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

**SANTURCE, P. R.,** 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

**SAVANNAH, GA.,** 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

**SEATTLE, WASH.,** 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

## Saudi Arabia Trade Mission offers U.S. suppliers leads

Ibrahim Moh'd Q. Fakhree Trading Companw, P.O. Box 77, Doha, Qatar, is interested in purchasing reinforcing bars, windows, millwork, chain link fencing, hexagonal wire netting or cloth, booster and irrigation pumps, room air conditioners with 1, 1½, and 2 ton capacity, and portable cold rooms for meat storage. WTD in preparation.

Ahmed Khalil al Baker desires to purchase all kinds of food items, filing cabinets and other types of office furniture, maps, stationery and school supplies, copper wire for household and commercial use, complete line of pharmaceuticals and seeks distributorships for electric switches and conduits, electric appliances such as air conditioners, washers, fans, coffee pots, fry pans, mixers, grills, and irons to operate on 220 v., 50 c. **Write:** P.O. Box 9, Doha, Qatar. WTD in preparation.

Food, spices, flour, yeast, margarine, powdered eggs, food coloring, building materials, marine hardware, fishing equipment, water pumps and spare parts, water purification equipment of various sizes are wanted by Oriental Trading, P.O. Box 668, Jidda. This firm is also seeking exclusive agencies from manufacturers of house paints. WTD in preparation.

Jassim Bin Mohamed al Thani and Son wish to purchase interior and exterior household paints, automobile and truck tires and tubes, rubber hose for water and fuel oil use, construction machinery for home and commercial building, refrigerant gas. Power hand tools and spare parts, automotive maintenance machinery and equipment, and electric household appliances such as air conditioners and fans to operate on 220 v., 50 c. are also sought. **Write:** P.O. Box 236, Doha, Qatar. WTD 3/5/66.

The Office of Technical Enterprises, New Airport Road, Jidda, desires exclusive lines of automotive batteries, tires and tubes. For construction work, batch bins, wheelbarrows, snap and form ties, gas operated elevator, concrete buckets, hopper, and buggies are wanted. For resale, the firm has demands for air compressors of various sizes, gas driven concrete mixers and mortar mixers, concrete flex tube vibrators, and masonry saws and blades. WTD in preparation.

Banawi Factories is looking for presses for multi-color printing of paper boxes, bags, other paper products, on L/C basis. WTD in preparation. **Write:** P.O. Box 546, Jidda.

# World Trade Opportunities

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**The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.**

***Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.***

**The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.**

**● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that tender documents, general conditions, specifications, drawings, or other additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.**

**★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.**

**WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6323. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.**

## Iraq issues tender covering two contracts for ceramic plant equipment and supplies

The Directorate General of Industrial Design & Construction, Ministry of Industry, Baghdad, Iraq, has issued a tender covering two contracts for a 34,000-ton per year ceramic plant and will send the terms and specifications upon receipt of $280 for each contract.

Production will include 4,000 tons of utility ware, 3,000 tons of wall tile, 5,000 tons of refractory bricks, 2,000 tons of sanitary ware, and 20,000 tons of glazed clay pipe.

Two contracts will be let—one to cover the construction and equipping auxiliary plant units, warehouse, and operating and maintenance supplies; and the second to cover accessory equipment and the building of a general services building and laboratory.

**Bid deadline is October 3.** Tenderers may bid on one or both of the contracts.

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**Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.**

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## Sales Leads for Exporters

***Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.***

### 101 Iron ore

● **IRAQ**—10,000 tons iron ore or iron pyrite to be used in making Portland cement with chemical composition of these limits: $Fe_2O_3$ min. 65%; MgO max. 5%; $SO_3$ max. 5%; $P_2O_5$ max. 1%; $SiO_2$ max. 15%; $Al_2O_3$ max. 5%; Tender No. 416, bid deadline May 26. The Iraq Cement Co., Mota' Al-Khedairy Building, South Gate, Baghdad.★ (Telephone: 202-WO 7-4685).

### 151 General building contractors

● **LIBYA**—Bid deadline extended for construction of government offices; Benghazi City, Tender No. 830, from April 18 to 10 a.m. May 16. (INTERNATIONAL COMMERCE, March 28, p. 36.) Secretary, Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli.

### 201 Meat products

**FRANCE**—Edible offals. Direct purchase and agency. G.E.V.A. (Groupement Europeen de Viandes et Abats) (importer, wholesaler, retailer), 32 Rue La Fontaine, Paris 16e. WTD 3/16/66.

### 203 Canning, preserving foods

**FRANCE**—Frozen and canned fruits. Requests replies in French. SOCOFRANCE (Societe des Confituriers de France) (importer, dealer), 217 Rue du Fbg St Honore, Paris 8e. WTD 3/16/66.

### 204 Grain mill products

**MALAWI**—Rice, whole-grain, unbroken, best quality. Packed 100 or 200-lb. bags. Send sample. Quote sterling c.i.f. price. Messrs. Kandodo Ltd., P.O. Box 549, Victoria Ave., Blantyre. WTD 12/11/64. (Retail subsidiary of Messrs. Bookers (Malawi) Ltd.).

### 207 Confectionery, related products

**GERMANY**—Hard caramels; soft caramels; fondant products; gelatin sweets; dragees with liquid and gelatin filling. Requests quotations in DMs for shipments from 100,000 kilos up to 100 tons; c.i.f. Rhine harbor Duesseldorf or c.i.f. Rotterdam. Direct purchase and/or agency. Requests replies in German. Nagenu-Import Richter KG. (importer, commission merchant, broker), 31 Grunerstrasse, 4 Duesseldorf. WTD 4/7/66.

### 209 Food preparations

**AUSTRALIA**—Potato chips; prefers 7½-lb. packs in 30-lb. cartons but would consider smaller units. P. Manettas & Co. Pty. Ltd. (importer, wholesaler), Box 17, P.O., Haymarket, Sydney, N.S.W. WTD 4/12/66.

Safflower oil, soyabean oil, groundnut oil, other vegetable oils. Sherman Edible Oil Co. Pty. Ltd. (manufacturer, wholesaler), 24 Barkly St., Carlton, Victoria. WTD 2/18/66.

### 220 Textile mill products

**AUSTRIA**—Upholstery material, home decoration fabrics, drapery fabrics. Non-rubber elastic fabrics and jersey materials for garments. Direct purchase and agency. Wilh. Greipl, Komm. Ges. (importer, wholesaler, manufacturers' representative), Salztorgasse 2, A-1010 Vienna. WTD 4/7/66.

**LUXEMBOURG**—Textile fabrics, all kinds, for men's, women's, children's wear: broad woven cottons, silks, man-made fibers, wools; knit fabrics; narrow fabrics and other small-wares, all kinds. Maison Moderne (importer), 10-12 Grand'rue, Luxembourg. WTD 3/17/66.

**NETHERLANDS**—Fabrics for women's coats, dresses, blouses and other outerwear; shirtings; lingerie fabrics; lace and curtain fabrics. Direct purchase and exclusive agency. Julius Meijer (sales agent), 84 Rokin, Amsterdam. WTD 3/10/66.

### 221 Broad woven fabric mills, cotton

**FRANCE**—Cotton towels, cotton table damasks. Etablissements C. Bera (manufacturer, importer, dealer), Rue Faidherbe, 59 Haspres. WTD 4/1/66.

### 225 Knitting mills

**AUSTRALIA**—Men's, boys', women's top quality knitwear; shirts, pullovers, cardigans, jackets. S. M. Du Monde, Textiles (manufacturer, wholesaler), 73-85 Langridge St., Collingwood, Victoria. WTD 2/18/66.

**FRANCE**—Bath towels, bathing suits, bathrobes. Etablissements C. Bera (manufacturer, importer, dealer), Rue Faidherbe, 59 Haspres. WTD 4/1/66.

**GERMANY**—Knit fabrics, from synthetic fibers, for industrial purposes. Seligenstaedter Wirkwarenfabrik (manufacturer), P.O. Box 1208, 6453 Seligenstadt. WTD 4/14/66.

### 229 Textile goods

**FRANCE**—Towels: linen, linen and cotton mixtures. Lace table covers. Etablissements C. Bera (manufacturer, importer, dealer), Rue Faidherbe, 59 Haspres. WTD 4/1/66.

**PAKISTAN**—Pure wool tops, 50-70 count. Worsted tops 64-66, 70 count, blended with man-made fiber; 80% worsted, 20% man-made fiber; various shades; suitable for manufacture of knitting yarn. Worsted tops, blended with man-made fiber similar to polyester; 45%/55%; various shades; for manufacture of suiting fabrics. Worsted yarn mixed with manmade fiber; on cones; various shades. Zafar A. Khan & Sons (importing distributor), 947/3 Qasaban, Outside Lohari Gate, Multan. WTD 10/12/65.

● **SUDAN**—Wool waste, 30 metric tons, suitable for packing and lubrication of railway rolling stock and axelboxes, to be machined, no shoddy yarn to be present, must be free from metallic substances and reasonably free from cop ends and knotted thrums. Tender No. 3499, bid deadline May 18. Sudan Government Purchasing agent, 3-5, Cleveland Row, St James's, London, S.W.1.★ (Telephone: 202-967-5238).

### 232 Men's, youths', boys' furnishings

**FRANCE**—Men's, youths', boys' bathing suits. Etablissements C. Bera (manufacturer, importer, dealer), Rue Faidherbe, 59 Haspres. WTD 4/1/66.

### 233 Women's, misses', juniors' outerwear

**FRANCE**—Women's, misses', juniors' bathing suits. Etablissements C. Bera (manufacturer, importer, dealer), Rue Faidherbe, 59 Haspres. WTD 4/1/66.

### 236 Girls', children's, infants' outerwear

**FRANCE**—Girls', children's, infants' bathrobes. Etablissements C. Bera (manufacturer, importer, dealer), Rue Faidherbe, 59 Haspres. WTD 4/1/66.

### 238 Apparel, accessories

**FRANCE**—Bathrobes for men and women. Etablissements C. Bera (manufacturer, importer, dealer), Rue Faidherbe, 59 Haspres. WTD 4/1/66.

### 239 Fabricated textile products

**FRANCE**—Towels, table napkins, tablecloths, sheets, not made in weaving mills. Etablissements C. Bera (manufacturer, importer, dealer), Rue Faidherbe, 59 Haspres. WTD 4/1/66.

### 242 Sawmills, planing mills

**PAKISTAN**—Ash, beech, hickory; 1"-3" thick 6" wide 5½' long; for use in sports goods industry. M. Nawab Din & Co. (manufacturer), P.O. Box 94, Sialkot 1. WTD 4/8/66.

Ash, beech, hickory; 1" thick, 3"-6" wide, 5½' long; for use in sports goods industry. Ali Trading Co. Ltd. (importing distributor), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

### 243 Millwork, veneer, plywood, prefabricated structural wood products

**FRANCE**—Prefabricated wood panels for home decorations; partitions; related prefabricated structural wood products, including insulation wallboards. Agency for France or section thereof; potential direct purchases. Socinbois (Societe Industrielle des Bois) (wholesale dealer), 83-85 Cours Edouard-Vaillant, 33-Bordeaux, Gironde. WTD 4/12/66.

### 251 Household furniture

**JAPAN**—Desks, tables, chairs, other furniture for indoor and outdoor use, of metal, plastic, wood. Occasional furniture of plastic, fiber glass. Requests quotations c.i.f. Japanese ports. Direct purchase and agency. Kurogane Kosakusho Ltd. (manufacturer), 18 Hamazaki-cho, Kita Ku, Osaka. WTD 3/8/66.

**NETHERLANDS**—Garden chairs; camp furniture. Direct purchase and/or agency. Exclusive representation desired. Gebrs. Geertjes N.V. (importer, sales agent, wholesaler), 22 Industrieweg, Assen. WTD 8/4/65.

### 262 Paper mills, products

**AUSTRALIA**—Sprocket-fed paper from 11½ lbs. up to card stock from 4" to 22" with concentration on 16" widths. J. B. Vaughan Pty. Ltd. (importer, retailer, agent), 70 Mona Vale Rd., Pymble, N.S.W. WTD 3/31/66.

**NETHERLANDS**—Kraft liner and semichemical fluting paper, suitable for manufacture of corrugated cardboard and cardboard boxes. Cartonnagefabriek Loman-Huizing N.V. (importer, manufacturer), 1-3 Garst, Winschoten. WTD 10/18/65.

**PAKISTAN**—Kraft paper, 29" x 44", 40 gr.; 36" x 44", 44 gr. Tissue paper, white and colors, 20" x 30", 18/19 gr. Bashir Jamil & Brothers (manufacturer), Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

Kraft paper, 29" x 44", gr. 40; 30" x 44", gr. 44. Tissue, white and colors, 20" x 30", 18-19 gr. M. Nawab Din & Co. (manufacturer), P.O. Box 94, Sialkot 1. WTD 4/8/66.

Kraft paper; 29" x 44", 40 gr.; 36" x 44" 44 gr. Tissue, white and colors, 20" x 30", 18-19 gr. Ali Trading Co. Ltd. (importing distributor), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

### 264 Converted paper

**FRANCE**—Plastic film, converted for packaging. Roleo-Stern (manufacturer, wholesaler), 16 Rue St Lazare, 02 La Ferte-Milon. WTD 4/13/65.

**PAKISTAN**—Transfer paper; transfer stamp. M. Nawab Din & Co. (manufacturer), P.O. Box 94, Sialkot 1. WTD 4/8/66.

Transfer paper; transfer stamp. Ali Trading Co. Ltd. (importing distributor), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

### 277 Greeting cards

**NETHERLANDS**—Greeting and Christmas cards; samples requested. Sells by samples with English texts; thereafter orders 10,000 to 20,000 cards per design, which must be printed with Dutch texts to be provided by him. Direct purchase and agency. M. Nathans (sales agent), 2 Nieuwe Uilenburgerstraat, Amsterdam. WTD 3/30/66.

### 281 Industrial chemicals

**AUSTRALIA**—Chemicals for textile industry. Direct purchase and agency. Ortho Chemicals (importer, manufacturer, wholesaler), 50 Queen St., Melbourne, C.1, Victoria. WTD 2/18/66.

● **BURMA**—Laboratory chemicals, 165 in all, in various quantities. Tender No. Chem Lt 495/11/65-66 (AGRI), bid deadline Oct. 5. Trade Corp. No. 11 Chemicals & Dyes No. 73/75, Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2067).

● Dyes: Thimet 10G, 50-lb. drum, 250 tons; Thimet 44D, 100-lb. drum, 10 tons; Thimet LC8, 5-gal. steel can, 200 gals. Tender No. Chem. Lt. 491/11/65-66 (ARDC), bid deadline Oct. 5. Trade Corp. No. 11 (Chemicals & Dyes), 73/75 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2067).

**FRANCE**—Chemical reagents, other products for use in laboratory analysis. Foray Meschenmoser & Verreries St Fons (manufacturer), 14-20 Rue Anatole France, 69 Lyon-St. Fons (Rhone). WTD 4/5/66.

Basic or raw industrial chemicals and crude ingredients suitable for use by industries of all categories operating in France. Direct purchase and agency. Prefers merchandise available for exportation from eastern U.S. ports. Streichenberger (importer, wholesaler), c/o Mr. Rene Martin, Import Manager, 42 Rue Lafaurie-de-Monbadon, 33 Bordeaux, Gironde. WTD 8/5/65.

**ITALY**—Chemical additives for salami and sausages. Requests replies in French. Salumificio Campagnolo (manufacturer), Via Salemi 4, Nichelino (Turin). WTD 4/5/66.

**PAKISTAN**—Salicylic acid sublimed, b.p. 100,000 lb., acetic anhydride, 98% 80,000 lb., methanol, b.p. 12,000 lb., activated decolorizing carbon, b.p. 2,000 lb. Requests quotations c.&f. Karachi. Nicholas Products (Pakistan) Ltd., C/36 Mauripur Rd., P.O. Mauripur, Karachi. WTD in preparation.

Chemicals for leather tanning industry. M. Nawab & Co. (manufacturer), P.O. Box 94, Sialkot 1. WTD 4/8/66.

Chemicals for leather tanning industry. Ali Trading Co. Ltd. (importing distributor), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

**U.K.**—Manufacturer of bearings desires contact with U.S. producer of rust preventive coatings for engine bushings and bearings; wants substance which gives six months' protection, requiring removal before assembly; also substance to give six weeks' protection, but which does not have to be removed before assembly. Products should be usable on steel, white metal, tin, aluminum, copper, lead. **Write:** The Glacier Metal Co. Ltd., Kilmarnock, Ayshire, Scotland.

**VENEZUELA**—Tanning agents, synthetic; for own use. Tenerias Unidas, C.A. (importer, manufacturer), Aptdo 3037, Edificio Oficentro, Oficina 404, Llaguno a Pinango, Avenida Baralt, Caracas. WTD 3/31/66.

### 282 Synthetic materials

**PAKISTAN**—PVC plastic sheeting, plain, transparent, embossed, designed, various colors, width 54", gauge 0.25 mm., in 20 yd. rolls; nylon multifilament, gauge 0.70-1.40 mm., multicolors, in hanks; fiber vulcanized sheets for use in sports goods industry. M. Nawab Din & Co. (manufacturer). P.O. Box 94, Sialkot 1. WTD 4/1/66.

PVC plastic sheeting, plain, transparent, embossed, designed, various colors, width 54", gauge 0.25 mm., in 20-yd. rolls; nylon multifilament, gauges 0.70-1.40 mm., multicolors, in hanks; fiber vulcanized sheets for use in sports goods industry. Ali Trading Co. Ltd. (importing distributor), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

### 283 Drugs

● **IRAQ**—Wide variety of medicaments, 126 items, including these: Acetylsalicylic acid, 0.5 gm. and 0.1 gm., 2 million and 3 million tablets, respectively; ascorbic acid, 100 mg., 200 mg. and 500 mg., 6 million, 250,000, and 125,000 tablets, respectively; isoniazid, 1.5 million tablets; nicotinamide, 600,000 tablets; phthalylsulphatiazole, 500,000 tablets; sulphadiazine, 3 million tablets; quinidine sulfate, 50,000 tablets; and other preparations in tablet form. Some of the miscellaneous medicaments wanted are: Vitamin E, 150,000 capsules; castor oil, b.p., 60,000 bottles of 1-oz. each and 36,000 bottles of 2-oz. each; milk of magnesia, 3,600 bottles; cod liver oil in 4-oz., 8-oz., and 16-oz. bottles, 12.000 bottles, 24,000, and 3,600 bottles, respectively. Tender No. PHARM/3/66; bid deadline May 26. General Drug Establishment, Tenders Dept., Baghdad.★ (Telephone: 202-967-3394).

● Pharmaceutical preparations, 9 items, mostly in tablet form, as follows: Streptomycin sulphate, 5 gm. and 1 gm., 150,000 and 700.000 vials, respectively; isonicotinic acid hydrazide, 20 million tablets; calcium benzoyl PAS 4 gm., 4 million tablets; calcium benzoyl PAS 4 gm. plus isonicotinic acid hydrazide 100 mgm., 8 million tablets; calcium benzoyl PAS 4 gm. plus isonicotinic acid hydrazide and pyridoxine hydrochloride, 500,000 tablets; cycloserine, 200 000 tablets; syrup isonicotinic acid hydrazide, 20 000 bottles and 4-4' di-isoamyloxy thiocarbanilide, 500,000 tablets. Tender No. 27/66; bid deadline June 5. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-967-3394).

### 285 Paints, varnishes, lacquers, enamels

**FRANCE**—Enamels for use on metal products. Requests replies in French. Les Emaillages Delmaere, 66 Rue Louis Braille, 59 Mons-en-Baroeul. WTD 12/9/65.

**PAKISTAN**—Cellulose lacquer, weatherproof, for use in sports goods industry. M. Nawab Din & Co. (manufacturer), P.O. Box 94, Sialkot 1. WTD 4/8/66.

Cellulose lacquer, weatherproof, for use in sports goods industry. Ali Trading Co. Ltd. (importing distributor), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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### 286 Gum, wood chemicals

**VENEZUELA**—Tanning extracts and materials, natural; for own use. Tenerias Unidas, C.A. (importer, manufacturer), Aptdo. 3037, Edificio Oficentro, Oficina 404, Llaguno a Pinango, Avenida Baralt, Caracas. WTD 3/31/66.

### 287 Agricultural chemicals

**FRANCE**—Agricultural fertilizers, primarily ammonium nitrate (33%); complex, high-dosage fertilizers for effective treatment of vineyards, wheat, corn fields. Direct purchase and agency. Prefers merchandise available for exportation from eastern U.S. ports. Streichenberger (importer, wholesaler), c/o Mr. Rene Martin, Import Manager, 42 Rue Lafaurie-de-Monbadon, 33 Bordeaux, Gironde. WTD 8/5/65.

### 289 Chemical products

**PAKISTAN**—Glue, synthetic powder, waterproof, harmless to human flesh, for use in sports goods industry. Ali Trading Co. Ltd. (importing distributor), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

Glue, synthetic powder, waterproof, harmless to human flesh, for use in sports goods industry. M. Nawab Din & Co. (manufacturer), P.O. Box 94, Sialkot 1. WTD 4/8/66.

**SWEDEN**—Jointing sealing compounds, neoprene contact cement. Skanska Kemi AB (agent, manufacturer), Stillmansgatan 5, Malmo O. WTD 4/6/66.

**VENEZUELA**—Moisture-resistant glues; plastic glues (flexible after setting), for own use. Requests replies in Spanish. General Maderera, C.A. (manufacturer), Avenida Capitolio, El Marques, Carcacas. WTD 3/30/66.

### 301 Tires, inner tubes

**PAKISTAN**—Pneumatic casings and inner tubes for passenger and commercial vehicles. Bukhari Brothers (importing distributor), 88 McLeod Rd., Lahore. WTD 4/6/66.

### 302 Rubber footwear

**FRANCE**—Protective rubber boots, vulcanized. Direct purchase and agency. Requests replies in French. Roger Leconte (manufacturer, importer. dealer), 105 Rue Compans, Paris 19e. WTD 11/22/65.

### 306 Fabricated rubber products

**FRANCE**—Rubber clothing, rubber industrial gloves, to be used as safety articles. Direct purchase and agency. Requests replies in French. Roger Leconte (manufacturer, importer, dealer), 105 Rue Compans, Paris 19e. WTD 11/22/65.

### 307 Plastics products

**FRANCE**—Various types of plastic gadgets and packaging items. Plastic tableware. Roleo-Stern (manufacturer, wholesaler), 16 Rue St Lazare, La Ferte Milon (02). WTD 4/13/65.

Plastic containers, packers' ware, new types wanted. Direct purchase and agency. Requests replies in French. Saint Freres (manufacturer, importer, wholesaler), 34 Rue du Louvre, Paris 1er. WTD 2/25/66.

### 315 Leather gloves

**FRANCE**—Welders' gloves, leather. Direct purchase and agency. Requests replies in French. Roger Leconte (manufacturer, importer, dealer), 105 Rue Compans, Paris 19e. WTD 11/22/65.

### 319 Leather goods

**FRANCE**—Welders' aprons, leather. Direct purchase and agency. Requests replies in French. Roger Leconte (manufacturer, importer, dealer), 105 Rue Compans, Paris 19e. WTD 11/22/65.

### 327 Concrete, gypsum, plaster products

**FRANCE**—Prefabricated concrete silos. Direct purchase and agency. Requests replies in French. Scoritoma S.A. (importer, wholesaler), 22 Bld. Gallieni, 92 Villeneuve-la-Garenne. WTD in preparation.

### 329 Abrasive, asbestos, nonmetallic mineral products

**FRANCE**—Asbestos cloth. Direct purchase and agency. Requests replies in French. Roger Leconte (manufacturer, importer, dealer), 105 Rue Compans, Paris 19e. WTD 11/22/65.

**PAKISTAN**—Grinding wheels, stone; emery powder; emery salts; luster; polishing compositions for cleaning and polishing stainless steel surgical instruments. Bashir Jamil & Brothers (manufacturers), Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

Grinding wheels, stone; emery powder, salts, grain; luster; polish for use in manufacture of stainless steel surgical instruments. M. F. Elahi (East Pakistan) Ltd. (importing distributor, manufacturer), Wazirabad Rd., Sialkot. WTD 4/1/66.

### 331 Steel mill products

**DENMARK**—Stainless steel plates and sheets. Direct purchase or agency. A/S Erling B. Ibsen (importer, manufacturer, agent), 251 Vesterport, Copenhagen V. WTD 1/25/66.

**PAKISTAN**—Pig iron, foundry grade. Golden Industries (Regd.) (manufacturer), Opp. General Bus Stand, G.T. Rd., Gujranwala. WTD 4/6/66.

Stainless steel: bars, AISI; sheets, AISI-420; wire, AISI-410; pipe, AISI-304. M. F. Elahi & Co. (East Pakistan) Ltd. (importing distributor, manufacturer), Wazirabad Rd., Sialkot. WTD 4/1/66.

Stainless steel sheets and bars: AISI 410, carbon 10-18%, chrome 15%; AISI 420, carbon 15-40%, chrome 15%; AISI 304, carbon 18%, chrome 8%; finish BB; sizes 8'x3', 8'x 4'; SWG 16-24; for use in manufacture of stainless steel surgical instruments. Bashir Jamil & Brothers (manufacturers), Hakim Khadim Rd., Sialkot. WTD 4/6/66.

● **SUDAN**—Smithy coke, 300 metric tons, analysis: size ¾" to 1½", ash 11%, volatile 1.75%, fixed carbon 87.25%, sulphur 1%, ash fusion (in reducing atmosphere) 1,440°C., moisture 4-5%, calorific value about 12 300 B.t.u.'s. Tender No. 3478; bid deadline May 30. Office of Controller of Stores, Atbara, or Sudan

Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W.1.★ (Telephone: 202-967-4685).

**VIET-NAM**—Wide range of metal products including electrolytic tinplate, tinplate waste waste, tinplate misprints, galvanized steel sheets, galvanized corrugated steel sheets, spring wire, hot rolled steel sheets, perforated sheets. Requests full details, prices, terms. Direct purchase and agency. Nam Loi (manufacturers' representative), 14 Ton That Dam, 4th Floor, Saigon. WTD 4/7/66.

## 333 Primary smelting, refining of non ferrous metals

● **TURKEY**—500 tons virgin lead, 99.9% purity .Bid deadline May 16, Iller Bankasi, Ankara.★ (Telephone: 202-967-2298).

## 335 Rolling, drawing, extruding of nonferrous metals

**PAKISTAN**—Nickel anodes. Bashir Jamil & Bros. (manufacturers), Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

## 342 Cutlery, hand tools, general hardware

**FRANCE**—Plumbers' hand tools. Requests replies in French. Etablissements Mariot Freres (wholesaler), 8 Rue Truffaut, Paris 17e. WTD 3/18/66.

**PAKISTAN**—Files and rasps, sizes 6"-12"; flat, round, bastard; for use in sports goods industry. Ali Trading Co. Ltd. (importing distributor), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

Files, flat, round, bastard, 4"-12"; twist drills, 1/64"-1"; for use in manufacture of stainless steel surgical goods. Bashir Jamil & Bros. (manufacturers), Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

Files and rasps, sizes 6"-12", flat, round, bastard; for use in sports goods industry. M. Nawab Din & Co. (manufacturer), P.O. Box 94, Sialkot 1. WTD 4/8/66.

Hand tools: hacksaw blades, 12"x½"; scalpel blades with handles; for use in manufacture of stainless steel surgical instruments. Bashir Jamil & Brothers (manufacturers), Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

## 343 Heating apparatus, plumbing fixtures

**FRANCE**—Plumbing fixture fittings and trim, brass goods. Requests replies in French. Etablissements Mariot Freres (wholesaler), 8-10 Rue Truffaut, Paris 17e. WTD 3/18/66.

Lawn sprinklers; oscillating sprinklers; spray guns; hose nozzles. Etablissements Doyer (manufacturer, dealer), 207 Bld. Voltaire, 75 Paris 11e. WTD 4/8/66.

## 344 Fabricated structural metal products

**FRANCE**—Metal silos; metal tanks for milk. Direct purchase and agency. Requests replies in French. Scoritoma, S.A. (importer, wholesaler), 22 Bld. Gallieni, 92 Villeneuve-la Garenne. WTD in preparation.

**NETHERLANDS**—Storage containers, pressure vessels, oil tanks. Ing. Bur. Vrins N.V. (importer, wholesaler), 58 Sweelinckstraat, The Hague. WTD 8/3/64.

● **SINGAPORE**—400 carriageway type manhole covers and frames for underground cable jointing chambers. Submit quotations by 2:15 p.m. May 30 in envelope plainly marked on lower left corner: "MARKET ENQUIRY/P1/0181/MR," to General Manager, Singapore Telephone Board, P.O. Box 3008, Singapore 6. Cable: "OCTECFON" Singapore.★ (Telephone: 202-967-3601).

## 345 Screw machine products, bolts, nuts, screws, rivets, washers

**DENMARK**—Bolts, nuts, screws, rivets, washers, for boat and ship building industry. Direct purchase or agency. Chr. Mollers Eftf. (importer, exporter, wholesaler, manufacturer, ship chandler), 69, Store Kongensgade, Copenhagen K. WTD 12/16/65.

**PAKISTAN**—Machine screws for use in manufacture of stainless steel surgical instruments. Bashir Jamil & Bros. (manufacturers), Khadim Ali Rd., Sialkot. WTD 4/6/66.

Machine screws for use in surgical instruments industry. M. F. Elahi & Co. (East Pakistan) Ltd. (importing distributor, manufacturer), Wazirabad Rd., Sialkot. WTD 4/1/66.

## 348 Fabricated wire products

**AUSTRALIA**—Chains for engineering industry, all kinds of diameters and types of metals. Direct purchase and agency. W. L. Bassett & Son (importer, manufacturer, wholesaler), 554 Swanston St., Carlton, Victoria. WTD 2/18/66.

**NETHERLANDS**—Aluminum lawn edging, in rolls, 40'x4". Desires exclusive distributorship for The Netherlands. Firma van Beek & Heijermans (importer), 90 Kromme Nieuwegracht, Utrecht. WTD 4/26/65.

## 349 Fabricated metal products

● **CEYLON**—Supply of steel safes, each weighing approximately six to eight cwt., to the value of £165-0-0 (one pound=US$2.80). Bid deadline May 8. General Manager, Cooperative Warehouse Establishment, P.O. Box 990, Colombo.★ (Telephone: 202-967-2939).

**FRANCE**—Continuous watering devices, for agriculture purposes. Direct purchase and agency. Requests replies in French. Scoritoma S.A. (importer, wholesaler), 22 Bld. Gallieni, 92 Villeneuve-la-Garenne. WTD in preparation.

## 351 Engines, turbines

● **ECUADOR**—Supply hydroelectric turbine generator set with all accessories, including transformer, for plant located at Gualaquiza with 96 horsepower turbine. Bid deadline 3 p.m. May 16. Specifications available for $5.30, plus $1.50 airmail charge, from: Secretaria de Inecel de Electrificacion, Avenida 10 de Agosto 817 y, Calle Riofrio, Quito.

**PAKISTAN**—Diesel engines, parts and accessories. Bukhari Brothers (importing distributor), 88 McLeod Rd., Lahore. WTD 4/6/66.

Electric motors, fractional and over 30 HP. Triumph Trading Co. (importing distributor, manufacturer), Luxmi Bldg., McLeod Rd., Lahore. WTD 4/6/66.

**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

**VENEZUELA**—Outboard motors; 3, 5, 9, 10, 15, 30, 40, 50 hp. Distribution and representation for all of Venezuela. Carlos R. Roos Denis, C.A. (importer, wholesaler, sales agent), Aptdo 3, Avenida Bolivar No. 33, Puerto Cabello, Estado Carabobo. WTD 3/29/66.

## 352 Farm machinery

**FRANCE**—Hay blowers. Direct purchase and agency. Requests replies in French. Scoritoma, S.A. (importer, wholesaler), 22 Bld. Gallieni, Villeneuve-la-Garenne (92). WTD in preparation.

## 353 Construction, mining, materials handling machinery

**BELGIUM**—Small lift carriages, small dumpers, any new type of materials handling and transportation equipment. Direct purchase and agency. Compagnie Commerciale d'Appareils Auto-Mecaniques Industriels "Coca" (importer, distributor), 297-299 Rue Leopold 1er, Brussels 2. WTD 4/8/66.

**EL SALVADOR**—Hydraulic freight elevator for lifting automobiles to upper floors of building. Requests replies in Spanish. Sr. Alejandro T. Safie, La Universal, S.A., 1a. Calle Poniente y 45 Ave. Norte, San Salvador. WTD 12/9/65.

**PAKISTAN**—Road rollers, 3-wheel; 5, 10, 15-ton; diesel and steam operated. Triumph Trading Co. (importing distributor, manufacturer), Luxmi Bldg., McLeod Rd., Lahore. WTD 4/6/66.

**THAILAND**—Loading and unloading equipment for use in handling shipments of automobiles at port or warehouses. Requests complete illustrated catalog with specifications and prices. Ua Withya Phanich Co., Ltd. (importer, distributor), 79 Mansion 10, Rajdamnern Ave., Bangkok. WTD 10/21/65.

Ten sets of portable vibrators and vibrating railroad tie tampers, 3 kv.-a, 110 v., 60 cycle, Wisconsin engine model AENL (preferred) mounted on semi-pneumatic tires. Tender No. 09132; bid deadline May 17, with a deposit of Baht 10,800 (or about $540). State Railway of Thailand, Yodse, Bangkok.★ (Telephone: 202-967-5566).

● **TURKEY**—Rotary snow plows: Minimum 60 hp., single rotor, 140 x 60 cm. swath; minimum 105 hp., single rotor, 200 x 70 cm. swath; minimum 175 hp., single or double rotor, 225 x 90 cm. swath. Quantities not indicated. Bid deadline May 9. Kara Kuvvetleri Komutanligi, Istihkam Dairesi Baskanligi, Ankara (Ground Forces Command). English translation of bidding specifications available for $9 (including airmail charges) per copy from: Modern Tercume Burosu, 20/7 Menekse Sokak, Kizilay, Ankara.

## 354 Metalworking machinery

**AUSTRALIA**—Precision machine tools and metalworking equipment for engineering industry. Direct purchase and agency. Herbert Osborne Pty. Ltd. (importers, retailers, manufacturers), 19/27 Ireland St., West Melbourne, Victoria. WTD 1/14/66.

**DENMARK**—Power driven machines for pressing, forging, hammering, bending, shearing. Cutting tools; precision tools; attachments and accessories for machine tools and other metal working machinery. For boat and ship building industry. Direct purchase or agency. Chr. Mollers Eftf (importer, exporter, wholesaler, manufacturer, ship chandler), 69, Store Kongensgade, Copenhagen K. WTD 12/16/65.

● **IRAQ**—Machinery, dies, raw materials for manufacturing aluminum-zinc alloy screw caps for oil-barrels; brass valves for LPG bottles, pressure reducing valves, 3 pit gas burners. Tender No. and bid deadline not issued. Oil Planning & Construction Administration, Directorate of Industrial Services, Ministry of Oil, Baghdad.★ (Telephone: 202-967-5652).

**PAKISTAN**—Crank grinder with indicating gauge; head seat cutter and grinder; valve grinding machine; spray crank welding machine; crankshaft welding machine with press for strengthening. Golden Industries (Regd.) (manufacturer), Opposite General Bus Stand, G.T. Rd., Gujranwala. WTD 4/6/66.

Electrolytical polishing plant for stainless steel surgical instruments industry. M. F. Elahi & Co. (East Pakistan) Ltd. (importing distributor, manufacturer), Wazirabad Rd., Sialkot. WTD 4/1/66.

Taps for use in manufacturing surgical instruments. M. F. Elahi & Co. (East Pakistan) Ltd. (importing distributor, manufacturer), Wazirabad Rd., Sialkot. WTD 4/1/66.

● **UAR**—Metal cutting tools, high speed steel, various types, sizes, quantities. Tender No. E.R. 308 G.8/469; bid deadline May 17. Egyptian Railways, Mechanical & Engineering Dept., Over Shubra Bridge, Shubra, Cairo. Specification and bidding conditions available for review only in the U.S. Department of Commerce, Rm. 4204, Metalworking Equipment Division, BDSA-592, Washington, D.C. 20230.

## 355 Special industry machinery

**AUSTRALIA**—Textile machinery, ribbon loom, for manufacturing cotton tape in various widths from ¼" to 1" in various sized rolls. Paragon Art Handicrafts (importer, wholesaler), Box 3305, G.P.O., Sydney, N.S.W. WTD. 4/1/66.

**ECUADOR**—Equipment for manufacturing pennants or "jacks" and other printed cloth articles. Contreras Hermanos (exporter), P.O. Box 56, Cuenca. WTD 9/23/64.

**FRANCE**—Machinery for the textile industries. Direct purchase and agency. Societe Fitex (importer, dealer, commission merchant, agent), 12 Avenue de Fontenelle, Sceaux (Hauts de Seine) 92. WTD 4/8/66.

**PAKISTAN**—Dairy farm machinery and equipment: Boiler feed water conditioner and de-aerator for 75 hp. package type steam; boiler and 500-gal. hot water tank; stainless steel milk tubing and fittings. Test bottles for the babcock; fat test of milk, cream, buttermilk, whey, skim milk. Culture transfer hood for transferring lactic acid cultures under a germicidal lamp to prevent contamination of cultures from air. Milk cooling tanks, bulk, farm. Specifications available on loan from U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Rm. 4203, Washington, D.C. 20230. Abaseen Corp. (importing distributor), Alkhush Bldg., The Mall, P.O. Box 1053, Lahore. WTD 3/4/66.

Flour mill, 200 tons per 3-shift day; electric (a.c., 440 v., 50 cycles, 3 phase), gas operated. Triumph Trading Co. (importing distributor, manufacturer), Luxmi Bldg., McLeod Rd., Lahore. WTD 4/6/66.

Machinery to saw large blocks of marble into sheets; to have diamond-edged blades for rapid sawing. Machinery to modernize quarrying operation; needs include pneumatic drill and crane. Pak Marble Industries Ltd. (quarrying, manufacturing), Warsak Rd., Peshawar. WTD 4/6/66.

**SWEDEN**—Offset plates, phototypesetters, photocomposers; direct purchase, agency. Sjoholm & Eklund AB (wholesaler, retailer), Box 5031, Goteborg 5. WTD 3/31/66.

**THAILAND**—Juice purification and drying equipment for use in manufacture of papain. Initial installation should process 10 tons liquid monthly; however, quotations on smaller or larger sizes welcomed. Request c.i.f. prices, brochures, pertinent details. Industrial Supplies Ltd., Partnership (importer, wholesaler), 81 Prasumane Rd., Bangkok. WTD 11/4/65.

**TURKEY**—Machinery and equipment for manufacturing all-glass syringes. Birgi Sanayi A. S. (manufacturer), P.O. Box 22, Kartal, Istanbul. WTD 3/29/66.

Cement plant, to be established in Ankara on turn-key basis. Estimated capacity 300,000 tons per year; cost $2.4 million. To operate on dry system. Requests offers for design engineering, supply and erection of equipment, on tender basis; replies in French. Nuh Ticaret ve Sanayi A.S. (manufacturer), Akkopru, Iskitler Caddesi, (P.K. 498), Ankara. WTD 4/7/66.

**VENEZUELA**—Bakery machinery and equipment, for making bread and cookies. Agency and distribution for all of Venezuela. Requests replies in Spanish. C. A. Representaciones Lide (importer, sales agent), Aptdo. 12006, Edificio Marylen, Local A, Avenida 9 de Diciembre, Urbanizacion San Martin, Caracas. WTD 3/30/66.

Tannery machinery, new and reconstructed; for own use. Tenerias Unidas, C.A. (importer, manufacturer), Aptdo. 3037, Edificio Oficentro, Oficina 404, Llaguno a Pinango, Avenida Baralt, Caracas. WTD 3/31/66.

## 356 General industrial machinery

**NETHERLANDS**—Automatic tape dispensing, moistening and gluing machinery; gummed tape and labeling machinery; paper cutting apparatus; other machinery and equipment for packaging. Direct purchase and/or agency. Exclusive representation desired. Handelsonderneming Pieterse C.V. (importer, sales agent), 18 Emmaplein, Bilthoven. WTD 1/21/66.

**PAKISTAN**—Ball bearings, ¼"-4"; rubber belting, 1½"-4"; for use in manufacture of surgical instruments. Bashir Jamil & Bros. (manufacturers), Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

## 357 Office, computing, accounting machines

**NETHERLANDS**—Labeling machines, collating machines, tying machines, other small office machines. Ruys Handelsvereniging N.V. (importer, wholesaler), 17 Lange Voorhout, The Hague. WTD 2/4/65.

**PAKISTAN**—Bathroom scales. Bashir Jamil & Bros. (manufacturers), Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

## 358 Service industry machines

**PAKISTAN**—Air conditioning units, complete; 1, 1½, 2-tons for domestic use; 15-100 tons for commercial use. Triumph Trading Co. (importing distributor, manufacturer), Luxmi Bldg., McLeod Rd., Lahore. WTD 4/6/66.

## 359 Machinery

**PAKISTAN**—Carburetors, pistons, piston rings for U.S. automotive vehicles. Bukhari Brothers (importing distributor, 88 McLeod Rd., Lahore. WTD 4/6/66.

## 361 Electric transmission, distribution equipment

● **EL SALVADOR**—Supply and install electrical sub-stations, sub-general panels, electric wiring systems, emergency electric plant, intercommunications system, loudspeakers, and telephones in General Hospital buildings in San Salvador. Forms for qualifying as contractors and bids will be publicly opened on May 9. Qualifying forms (free of charge); general specifications for $100 money order; both available from: Oficine de Construccion y Supervision, (3er Piso) Edificio Oficina Administrativa del Instituto Salvadoreno del Seguro Sociel, 3a. Calle Poniente y 23a., Avenida Norte, San Salvador.

**FRANCE**—Electronic measuring apparatus, all types. Direct purchase and agency. FREI—Fabrications Radio Electroniques Industrielles (importer, wholesaler), 172 Rue de Courcelles, Paris 17e. WTD 12/30/65.

Electronic measuring instruments: capacitor measuring equipment, electrometers, inductor measuring equipment, oscillographs, oscilloscopes, resistor measuring equipment, tube characteristic measuring equipment. Direct purchase and agency. Societe Fitex (importer, dealer, commission merchant, agent), 12 Avenue de Fontenelle, Sceaux (Hauts de Seine) 92. WTD 4/8/66.

Electric measuring equipment for use in electronic and chemical industries: Microcoulometers, magneto-nuclear resonance, electronic and electric recording instruments. Direct purchase and agency. Techmation (importer, dealer), 113 Rue Lamarck, Paris 18e. WTD 8/26/65.

● **GREECE**—Supply of 12,300 watthour meters; 12,000 3-phase meters, ID(40)A, 220/380 v., 4-wire, three-element, 50-cycle; 300 reactive energy meters, 1.5(6)A, 220/380 v. Tender No. DED-1081/1084; bid deadline not determined. Public Power Corp. (DEH) Purchasing Dept., 30 Vhalkokondyli St., Athens 102. Cable: DEH, Athens.★ (Telephone: 202-WO 7-2939).

**PAKISTAN**—Electric meters and switch, iron clad. Triumph Trading Co. (importing distributor, manufacturer), Luxmi Bldg., McLeod Rd., Lahore. WTD 4/6/66.

## 362 Electrical industrial apparatus

**FRANCE**—Brakes; general purpose controls, resistors, rheostats. Direct purchase and agency. Etablissements Alba (manufacturer, importer, wholesaler), 7 Rue du Bois, 92 Asnieres. WTD 1/28/66.

Electronic industrial controls; servomotors; power generators; special motors and industrial electric machines. Direct purchase and agency. Societe Fitex (importer, dealer, commission merchant, agent), 12 Avenue de Fontenelle, Sceaux (Hauts de Seine) 92. WTD 4/8/66.

● **GREECE**—Supply 8 generators, 60 kv.-a, 60 c.p.s., 120/208 v. and 5 frequency converters 10 kv.-a, 60/400 c.p.s. Tender No. 1/66, bid deadline May 11. Ministry of National Defense, General Air Staff, Branch D, Directorate D/4, Pentagon, Holargos, Athens.★ (Telephone: 202-967-4242).

## 363 Household appliances

**FRANCE**—Very small refrigerators for use in camping; inexpensive. "S.I.R.T."—Societe Intercontinentale de Recherches Techniques (manufacturer, importer, dealer, agent), 32 Bis Rue Rousselet, 75 Paris (7e). WTD 12/10/65.

**NETHERLANDS**—Electric household appliances such as coffee makers, toasters, grills, food waste disposers, oven hoods, mixers, ice making machines. Direct purchase and/or agency. Exclusive representation desired. Gebr. Geertjes N.V., 22 Industrieweg, Assen. WTD 8/4/65.

**SWEDEN**—Low-priced dishwashers, micro wave ovens, electrical household apparatus. Direct purchase and exclusive agency. Paul Berghaus & Co. AB. (wholesaler, agent), Spannmalsgatan 8, Goteborg C. WTD 4/4/66.

**VENEZUELA**—Electric sandwich toasters, 110 v. Distribution and agency for all of Venezuela. Requests replies in Spanish. Giovanni Tisi, C.A. (importer, distributor, sales agent), Edificio Valdiana, Avenida Fuerzas Armadas, Esquina San Miguel, Caracas. WTD 3/29/66.

### 365 Radio, television receiving sets

**GERMANY**—Recorded magnetic tapes of music, all kinds, suitable for playing on tape recorders of 220 v., 50 cycles. Direct purchase or distributorship. C. Melchers & Co. (importer, distributor), 40 Schlachte (P.O. Box 29), 28 Bremen. WTD 4/22/65.

### 366 Communication equipment

**AUSTRIA**—Electronic communication equipment, all latest developments. Requests full details, prices, terms. Direct purchase and agency. Ing. Karl Wrba (importer, manufacturers' agent), Weyrgasse 6, A-1030 Vienna. WTD 4/6/66.

**FRANCE**—Electronic detection apparatus and radar equipment. Direct purchase and agency. Societe Fitex (importer, dealer, commission merchant, agent), 12 Avenue de Fontenelle, Sceaux, (Hauts de Seine) 92. WTD 4/8/66.

● **INDIA**—Supply 1,000 hand generators with "Alnico" magnets for use in telephone switchboards, magneto telephones, main and extension telephones. Tender No. SE-4/202/34/238/Cell: bid deadline May 12. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications and conditions available for $1.25 from: Indian Supply Mission, I.SM. Ref. No. D/ENQ/1999, 2536 Massachusetts Ave. NW., Washington, D.C.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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### 367 Electronic components, accessories

**AUSTRIA**—Radio, television, communication electronic components, all latest types. Requests full details, prices, terms. Direct purchase and agency. Ing. Karl Wrba (importer, manufacturers' agent), Weyrgasse 6, A-1030 Vienna. WTD 4/6/66.

**FRANCE**—Industrial electron tubes. Direct purchase and agency. Societe Fitex (importer, dealer, commission merchant, agent), 12 Avenue de Fontenelle, Sceaux (Hauts de Seine) 92. WTD 4/8/66.

### 369 Electrical machinery, equipment, supplies

**PAKISTAN**—Ignition apparatus for internal combustion engines. Spark plugs for automotive passenger vehicles. Bukhari Brothers (importing distributor), 88 McLeod Rd., Lahore. WTD 4/6/66.

### 371 Motor vehicles, motor vehicle equipment

**KUWAIT**—Request quotations on up to 20 units of garbage disposal trucks. Safwan Trading & Contracting Enterprises (importer), P.O. Box 1521, Kuwait. WTD 11/18/65.

**NETHERLANDS**—Pipe clamps for automotive exhaust systems. Direct purchase and/or agency. N.V. Technisch Bureau M. Weijerman (importer, sales agent, wholesaler), 128-134 Brouwersgracht, Amsterdam. WTD 11/5/65.

**PAKISTAN**—Crankshaft assemblies; brakes; brake parts; oil filters; axles; gear plates; gear boxes, complete. Bukhari Brothers (importing distributor), 88 McLeod Rd., Lahore. WTD 4/6/66.

### 372 Aircraft, parts

**NETHERLANDS**—Hydraulic fuel system standard replacement parts for aircraft. Handelmij. Avio Diepen N.V. (importer, wholesaler), Vliegveld Ypenburg, Rijswijk (Z.H.). WTD 8/18/65.

### 373 Ship, boat building, repairing

**PORTUGAL**—Water jet ship hull washing machines. Direct purchase and agency. Telhado & Pereira, Lda. (importer, sales agent), Avenida Infante Santo 55-2° Esq., Lisboa 3. WTD 4/13/66.

### 374 Railway equipment

● **INDIA**—Supply materials for conversion of six 1,500 v., d.c., metre gauge electric multiple unit cars to operate on 25 kv., 50 cycle, single phase a.c. system. Tender No. ETR/RS/1/66; bid deadline June 16. Chief Electrical Engineer, Southern Railway, N.G.O. Annex, Park Town, Madras-3. World wide tender; World Bank financing. Tender documents available for $4.20 each from: India Supply Mission (Ref. D/ENQ/1997), 2536 Massachusetts Ave. NW., Washington, D.C. 20008. Tender conditions and specifications may be reviewed in the U.S. Department of Commerce, Transportation Equipment Division, BDSA-596, Rm. 4314, Washington, D.C. 20230. (Telephone: 202-WO 7-4816).

### 381 Engineering, laboratory, scientific, research instruments

**FRANCE**—Laboratory testing and scientific instruments, except electric: mass spectrographs, hot air laboratory sterilizers, autoclaves, anemometers, etc. Direct purchase and agency. Etablissements Alba (manufacturer, importer, wholesaler, agent), 7 Rue du Bois, Asnieres (92). WTD 1/28/66.

Measure and control instruments for laboratory work and scientific research. Foray Meschenmoser & Verreries St Fons (manufacturer), 14-20 Rue Anatole France, 69 Lyon-St. Fons (Rhone). WTD 4/5/66.

**PAKISTAN**—Hot air ovens, water baths, for use by hospitals and medical and science laboratories. Hesco (importing distributor, manufacturer), 6/25 Patiala Grounds, McLeod Rd., Lahore. WTD 3/16/66.

### 382 Instruments for measuring, controlling, indicating physical characteristics

**FRANCE**—Electronic measuring and recording instruments to be used in chemical and electronic industries, e.g., rate meters, osmometers. Direct purchase and agency. Techmation (importer, dealer), 113 Rue Lamarck, Paris 18e. WTD 8/26/65.

● **INDIA**—Supply 8 fuel flow meters for diesel oil rotary type suitable for tank trucks, 4 of 200-225 litres/minute capacity, 4 of 350-400 litres/minute capacity. Tender No. SE-5/222/35/325/Cell; bid deadline May 6. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available for $1.05 per copy from: India Supply Mission, Ref. D/ENQ/1998, 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

**PAKISTAN**—Meters, gas and water. Triumph Trading Co. (importing distributor, manufacturer), Luxmi Bldg., McLeod Rd., Lahore. WTD 4/6/66.

Thermometers, all kinds. Bashir Jamil & Bros. (manufacturer), Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

### 383 Optical instruments, lenses

**FRANCE**—Optical measuring, analyzing, testing instruments for laboratory work and scientific research. Foray Meschenmoser & Verreries St. Fons (manufacturers), 14-20 Rue Anatole France, 69 Lyon-St Fons (Rhone). WTD 4/5/66.

Chromatographs; mass spectrometers. Direct purchase and agency. Techmation (importer, dealer), 113 Rue Lamarck, Paris 18e. WTD 8/26/65.

### 384 Surgical, medical, dental instruments, safety devices

**AUSTRIA**—Dental impression compounds, artificial resins, cements; technical supplies and instruments for dentists and dental laboratories. Dentaldepot Frank & Dr. Brandner K.G. (importer, wholesaler), Schmiedgasse 12, A-8011 Graz. WTD 4/7/66.

**FRANCE**—Personal safety devices: Asbestos protective clothing, welders' helmets and shields, civilian gas masks. Direct purchase and agency. Requests replies in French. Roger Leconte (manufacturer, importer, dealer), 105 Rue Compans, Paris 19e. WTD 11/22/65.

**PAKISTAN**—Hypodermic syringes and needles. Bashir Jamil & Bros. (manufacturers), Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

Supply of hospital equipment including, but not limited to these items: Operating table, manometers, vertical adjustment stand, tracheal connula, glass jar bath, filter pumps, forceps, burettes clips. Tender No. S-4/360/Equip/65-66; bid deadline May 12. The Director of Supply, Government of East Pakistan, Eastern Estate Bldg., 48 Motijheel C.A. Dacca 2.★ (Telephone: 202-967-2939).

### 385 Ophthalmic goods

**FRANCE**—Safety goggles. Direct purchase and agency. Requests replies in French. Roger Leconte (manufacturer, importer, dealer), 105 Rue Compans, Paris 19e. WTD 11/22/65.

**PAKISTAN**—Aluminum anodized spectacle frame parts; Reinforcing flat wire and decorations, several varieties and styles. Requests catalogs, quotations c. & f. Karachi. Direct purchase and agency. Commercial Optical Co. (importer, manufacturers' agent), P.O. Box No. 3636, B/37 Central Ave., Street No. 5, S.I.T.E., Karachi 16. WTD in preparation.

### 386 Photographic equipment

**NETHERLANDS**—Electrostatic photocopying machines for office use. Ruys Handelsvereniging N.V., 17 Lange Voorout, The Hague. WTD 2/4/65.

**PAKISTAN**—Cinema projectors and sound recording equipment. Triumph Trading Co. (importing distributor, manufacturer), Luxmi Bldg., McLeod Rd., Lahore. WTD 4/6/66.

**SWEDEN**—Copying machines; reproduction film. Direct purchase, agency. Sjoholm & Eklund AB (wholesaler, retailer), Box 5031, Goteborg 5. WTD 3/31/66.

### 394 Toys, amusement, sporting, athletic goods

**FRANCE**—Small-size toys, made of plastics, such as toy animals, carts, reproductions of household utensils and equipment. Roleo-Stern (manufacturer, wholesaler). 16 Rue St. Lazare, La Ferte Milon (02). WTD 4/13/65.

**PAKISTAN**—Rubber valve bladders for soccer and rugby balls. M. Nawab Din & Co. (manufacturer), P.O. Box 94, Sialkot 1. WTD 4/8/66.

Rubber valve bladders for soccer and rugby balls. Ali Trading Co. Ltd. (importing distributor), Ali Bldg., Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

### 395 Pens, pencils, other office materials

**FRANCE**—Office and school supplies such as ball point pens, pen points, marking devices, made of plastics. Roleo-Stern (manufacturer, wholesaler), 16 Rue St. Lazare, 02 La Ferte Milon. WTD 4/13/65.

**NETHERLANDS**—Steatite marking sticks. Exclusive representation requested. N. V. Import Handelsvereniging Imha, 29 J. W. Brouwersplein, Amsterdam. WTD 9/7/65.

**SWEDEN**—Office and school stationery and supplies, medium priced, all kinds. Tinto Sven Ahlstrom AB (wholesaler, agent), V. Storgatan 5, Jonkoping 1. WTD 4/6/66.

● **VIET-NAM**—Supply office materials including calculator ribbons, dies, erasers, automatic numbering stamps, photocopy paper, carbon paper. Tender No. 2166-29036; bid deadline May 10. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-967-2939).

### 399 Manufacturing industries

**AUSTRALIA**—Brush and comb sets. Direct purchase and agency. Craig & Aitken Pty. Ltd. (importers, wholesalers), 2-4 Faversham St., Marrackville, N.S.W. WTD 4/6/66.

**PAKISTAN**—Brushes, fiber, for use in cleaning and polishing stainless steel instruments. Bashir Jamil & Bros. (manufacturers), Hakim Khadim Ali Rd., Sialkot. WTD 4/6/66.

## Sales Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

### 011 Field crop farms

**TAIWAN**—Raw cotton, wheat, soybeans. Continual Trading Co., Ltd. (agent), P.O. Box 1074, Taipei. WTD 3/16/66.

### 012 Fruit, tree nut, vegetable farms

**VENEZUELA**—Fresh fruits. Agency for all of Venezuela. Luis E. Puebla Zorilla, C.A. (importer, wholesaler, sales agent), Aptdo. 3705, Edificio Elefante, Oficina 11, Avenida Baralt y Calle 100, Quinta Crespo, Caracas. WTD 3/31/66.

### 203 Canning, preserving foods

**UGANDA**—Canned fruits, vegetables, preserves, jams, jellies. Interested in commission agency. P. B. Ganatra, Moonlit Agencies, P.O. Box 3929, Kampala. WTD 4/5/66.

### 204 Grain mill products

**UGANDA**—Livestock feed, milled rice and corn. Interested in commission agency. P. B. Ganatra, Moonlit Agencies, P.O. Box 3929, Kampala. WTD 4/5/66.

### 209 Food preparations

**TAIWAN**—Beef tallow. Continual Trading Co., Ltd. (agent), P.O. Box 1074, Taipei. WTD 3/16/66.

### 230 Apparel

**AUSTRALIA**—Hospital apparel: disposable surgical gowns. H. Hamilton Joyce & Co. (importers, retailers, wholesalers), 5th Floor, 147a King St., Sydney, N.S.W. WTD 4/7/66.

### 251 Household furniture

**FRANCE**—Early American style furniture. Requests replies in French. Leo Wallach (commission merchant, sales agent), 29 Rue Hamelin, Paris 16e. WTD 4/1/66.

### 281 Industrial chemicals

**NETHERLANDS**—Chemical raw materials for paint, cosmetic, pharmaceutical and other industries. Chemische Productenhandel J. J. van de Vrande (sales agent), 11 Van Eedenstraat, Haarlem. WTD 11/4/65.

### 283 Drugs

**DOMINICAN REPUBLIC**—Vaccines against hog cholera, rabies, hepatitis, distemper, leptospirosis. "La Hacienda" (importer, retailer), Avenida Las Americas No. 56, Santo Domingo. WTD in preparation.

### 287 Agricultural chemicals

**UGANDA**—Fertilizers. Interested in commission agency. P. B. Ganatra, Moonlit Agencies, P.O. Box 3929, Kampala. WTD 4/5/66.

### 306 Fabricated rubber products

**PAKISTAN**—Rubber gloves for surgeons. M. F. Elahi & Co. (East Pakistan) Ltd. (importing distributor, manufacturer), Wazirabad Rd., Sialkot. WTD 4/1/66.

### 335 Rolling, drawing, extruding of nonferrous metals

**PAKISTAN**—Underground cable and accessories. ACSR and all aluminum conductors. Requests quotations c.&f. Karachi. Jaffer Brothers Ltd. (importer, agent), Jaffer Chambers, Victoria Rd., P.O. Box 7129, Karachi. WTD 10/13/65.

### 342 Cutlery, hand tools, general hardware

**PAKISTAN**—Steel files, 4"-12", flat, round, bastard; twist drills, ½"-1/64"; hacksaw blades, 1"-12", ½"-12"; for use in stainless steel surgical instrument industry. M. F. Elahi & Co. (East Pakistan) Ltd. (manufacturer, importing distributor), Wazirabad Rd., Sialkot. WTD 4/1/66.

### 344 Fabricated structural metal products

**PAKISTAN**—Nuclear reactors, packaged, power and research; nuclear instruments and appliances. Requests catalogs, quotations c.&f. Karachi. S. Ahmed Agencies (manufacturers' agent, importer), P.O. Box 151-28, Noor Chambers, Robson Rd., Karachi. WTD 3/18/66.

Nuclear power equipment; nuclear instruments. Requests catalogs, quotations c.&f. Karachi. Jaffer Brothers Ltd. (importer, agent), Jaffer Chambers, Victoria Rd., P.O. Box 7129, Karachi. WTD 10/13/65.

### 351 Engines, turbines

**THAILAND**—Stationary diesel engines. Requests catalogs, price lists. Manibhandu-Projects Co., Ltd. (importer, wholesaler, retailer), Corner of New Rd. & Kalantan Rd., Samyek, Bangkok. WTD 8/16/65.

### 353 Construction, mining, materials handling machinery, equipment

**PAKISTAN**—Road rollers; road construction equipment. Requests catalogs, quotations c.&f. Karachi. Allied Agencies (Pakistan) Ltd. (importer, agent), 18 Chartered Bank Chambers, McLeod Rd., Karachi. WTD 6/8/65.

**THAILAND**—Replacement parts for American crawler tractors. Requests catalogs, price lists. Manibhandu-Projects Co. Ltd. (importer, wholesaler, retailer), Corner of New Rd. & Kalantan Rd., Samyek, Bangkok. WTD 8/16/65.

### 354 Metalworking machinery

**VENEZUELA**—Car washing equipment. Agency for all of Venezuela. Auto Servicios La California, C.A. (importer, sales agent), Aptdo. 1783, Edificio Victor Mendoza, 3° piso, Oficina 37, Gradillas a San Jacinto, Caracas. WTD 3/31/66.

### 357 Office, computing, accounting machines

**FRANCE**—Desk calculators, mechanical and electronic. Requests replies in French. Parco

S.A. (importer, dealer), 111 Rue de Longchamp, Paris 16. WTD in preparation.

**PAKISTAN**—Bathroom scales. M. F. Elahi & Co. (East Pakistan) Ltd. (importing distributor, manufacturer), Wazirabad Rd., Sialkot. WTD 4/1/66.

Electronic computers; allied electronic equipment. Requests catalogs, quotations c.&f. Karachi. Asiwan Traders (importer, agent), 40-41 Rehman Court, Greig St., Karachi. WTD 3/7/66.

### 358 Service industry machines

**TAIWAN**—Air conditioners. Continual Trading Co., Ltd. (agent), P.O. Box 1074, Taipei. WTD 3/16/66.

### 361 Electric transmission, distribution equipment

**FRANCE**—Microswitches. Etablissements Demoly Freres (manufacturer, importer, dealer, agent), 72 Rue de Romainville, 75 Paris (19e). WTD 1/31/66.

**PAKISTAN**—Instruments for measuring electricity. Requests catalogs, quotations c.&f. Karachi. Auto-Tex Corp. (importer, agent), Rock Court, Victoria Rd., P.O. Box 7168, Karachi. WTD in preparation.

Voltage regulators, switchgear and switchboard apparatus. Requests catalogs, quotations c.&f. Karachi. Jaffer Brothers Ltd. (importer, agent), Jaffer Chambers, Victoria Rd., P.O. Box 7129, Karachi. WTD 10/13/65.

### 362 Electrical industrial apparatus

**PAKISTAN**—Motors, electric, a.c., single phase. Requests quotations c.&f. Karachi. Auto-Tex Corp. (importer, agent), Rock Court, Victoria Rd., P.O. Box 7168, Karachi. WTD in preparation.

Portable generators; capacitors. Requests catalogs, quotations c.&f. Karachi. Jaffer Brothers Ltd. (importer, agent), Jaffer Chambers, Victoria Rd., P.O. Box 7129, Karachi. WTD 10/13/65.

### 363 Household appliances

**AUSTRIA**—New competitive products for distribution to retail stores specializing in electrical appliances and supplies; must be wired for 220 v/50 cycles; e.g., toasters, can openers, mixers, coffee makers. "Wigro" Paul Winston Ges.m.b.H. & Co., K.G. (importer, wholesaler), Jedleseerstrasse 51a, A-1212 Vienna. WTD 3/30/66.

**THAILAND**—Household gas ranges, various sizes and models. Desires exclusive agency. Requests illustrated catalogs, price information. Antony Ltd. Partnership (importer, wholesaler), 604/2 Petchburi Rd., Bangkok. WTD 7/27/65.

### 364 Electric lighting, wiring equipment

**AUSTRIA**—New competitive products for distribution to retail stores specializing in electric appliances and supplies; must be wired for 220 v./50 cycles; e.g., table lamps, fluorescent fixtures, bulbs, floor lamps. "Wigro" Paul Winston Ges.m.b.H. & Co., K.G. (importer, wholesaler), Jedleseerstrasse 51a, A-1212 Vienna. WTD 3/30/66.

**PAKISTAN**—Lighting arrestors; fuse cutouts. Requests quotations c.&f. Karachi. Jaffer Brothers Ltd. (importer, agent), Jaffer Chambers, Victoria Rd., P.O. Box 7129, Karachi. WTD 10/13/65.

### 365 Radio, television sets

**AUSTRIA**—New competitive products for distribution to retail stores specializing in home entertainment equipment, electric appliances, supplies; must be wired for 220 v/50 cycles; recorders, radios, television sets, etc. "Wigro" Paul Winston Ges.m.b.H., K.G. (importer, wholesaler), Jedleseerstrasse 51a, A-1212 Vienna. WTD 3/30/66.

### 366 Communication equipment

**FRANCE**—Railway, highway and traffic electric lamp signals. Etablissements Demoly Freres (manufacturer, importer, dealer, agent), 72 Rue de Romainville, 75 Paris (19e). WTD 1/31/66.

**PAKISTAN**—Telegraphic apparatus, equipment, supplies. Requests quotations c.&f. Karachi. S. Ahmed Agencies (importer, manufacturers' agent), P.O. Box 151, Noor Chambers, Robson Rd., Karachi. WTD 3/18/66.

### 367 Electronic components, accessories

**FRANCE**—Electronic components, all kinds, resistors for electronic end products; solid state electronic devices; inductors; capacitors. Etablissements Demoly Freres (manufacturer, importer, dealer, agent), 72 Rue de Romainville, 75 Paris (19). WTD 1/31/66.

**PAKISTAN**—Electron tubes, valves, allied supplies. Requests quotations c.&f. Karachi. Asiwan Traders (importer, agent), 40-41 Rehman Court, Greig St., Karachi. WTD 3/7/66.

### 369 Electrical machinery, equipment,, supplies

**PAKISTAN**—Diathermy, cardiographic, X-ray equipment. M. F. Elahi & Co. (East Pakistan) Ltd. (importing distributor, manufacturer), Wazirabad Rd., Sialkot. WTD 4/1/66.

### 371 Motor vehicles, motor vehicle equipment

**PAKISTAN**—Parts, accessories for automobiles, trucks, jeeps. Requests quotations c.&f. Karachi. Allied Agencies (Pakistan) Ltd. (importer, agent), 18 Chartered Bank Chambers, McLeod Rd., Karachi. WTD 6/8/65.

### 375 Motorcycles, bicycles, parts

**PAKISTAN**—Motorcycles, motorcycle parts. Requests catalogs, quotations c.&f. Karachi. Allied Agencies (Pakistan) Ltd. (importer, agent), 18 Chartered Bank Chambers, McLeod Rd., Karachi. WTD 6/8/65.

### 381 Engineering, laboratory, scientific, research instruments

**BELGIUM**—Lasers for laboratory use and for chemical industries. Agency for Belgium and Luxembourg. Rodolphe Coles S.A. (importer, agent), 14 Rue de la Ferme, Diegem. WTD 4/6/66.

**PAKISTAN**—Centrifuges, laboratory, electric, for medical research. M. F. Elahi & Co. (East Pakistan) Ltd. (importing distributor, manufacturer), Wazirabad Rd., Sialkot. WTD 4/1/66.

### 382 Instruments for measuring, controlling, indicating physical characteristics

**FRANCE**—Thermostats. Etablissements Demoly Freres (manufacturer, importer, dealer, agent), 72 Rue de Romainville, 75 Paris (19e). WTD 1/31/66.

**PAKISTAN**—Clinical thermometers; oxygen regulators. M. F. Elahi & Co. (East Pakistan) Ltd. (importing distributor, manufacturer), Wazirabad Rd., Sialkot. WTD 4/1/66.

### 384 Surgical, medical, dental instruments

**AUSTRALIA**—Dental supplies; disposable face masks. H. Hamilton Joyce & Co. (importers, retailers, wholesalers), 5th Floor, 147a King St., Sydney, N.S.W. WTD 4/7/66.

**PAKISTAN**—Blood pressure apparatus; anesthesia apparatus; scientific instruments, all kinds; hypodermic syringes, nylon and all glass; needles; oxygen tents; catheters. M. F. Elahi & Co. (East Pakistan) Ltd. (importing distributor, manufacturer), Wazirabad Rd., Sialkot. WTD 4/1/66.

### 385 Ophthalmic goods

**PAKISTAN**—Optical parts, glass, prisms, tools, supplies, tubing, wax, wire. Requests quotations c.&f. Karachi. Asiwan Traders (importer, agent), 40-41 Rehman Court, Greig St., Karachi. WTD 3/7/66.

### 394 Toys, amusement, sporting, athletic goods

**AUSTRALIA**—Sporting goods, all types, especially golf accessories. H. Hamilton Joyce & Co. (importers, retailers, wholesalers), 5th Floor, 147a King St., Sydney, N.S.W. WTD 4/7/66.

**FRANCE**—Sporting goods, such as table tennis sets. Requests replies in French. Plihal & Cie. (importer, dealer), 50 Rue des Marais, Paris 10e. WTD in preparation.

**VENEZUELA**—Toys and games in general. Agency for all of Venezuela. Luis E. Puebla Zorilla, C.A. (importer, wholesaler, sales agent), Aptdo. 3705, Edificio Elefante, Oficina 11, Avenida Baralt y Calle 100, Quinta Crespo, Caracas. WTD 3/31/66.

### 399 Manufacturing industries

**PAKISTAN**—Fire fighting equipment, industrial; fire extinguishers. Requests catalogs, quotations c.&f. Karachi. Auto-Tex Corp. (importer, agent), Rock Court, Victoria Rd., P.O. Box 7168, Karachi. WTD in preparation.

### 502 Drugs, chemicals, allied products

**PAKISTAN**—Contraceptives, oral and injective. M. F. Elahi & Co. (East Pakistan) Ltd. (importing distributor, manufacturer), Wazirabad Rd., Sialkot. WTD 4/1/66.

## Leads for Importers

*Commodities are offered direct unless specified*

### 203 Canning, preserving foods

**VENEZUELA**—Shrimp, quick frozen and cold pack; lobster, mollusks, shellfish, other fish in filets or whole, frozen. Industrial Pesquera Los Roques, S.A. (exporter), Aptdo. 10512, Edificio 7, Pent House, Prolongacion Calle El Recreo, Sabana Grande, Caracas. WTD 11/26/65.

### 225 Knitting mills

**FRANCE**—Knit outerwear, e.g., fashion suits, robes, for women and misses; knit underwear; knit gloves and socks. Wholesale exportation direct or through agents. Louis Landreau (manufacturer, exporter), 32 Rue de l'Eglise, 85 Les Herbiers, Vendee. WTD 4/12/66.

**KOREA**—Infants' wear, 100% acrylic, both handmade and machine-knitted; also according to buyer's design. Interested in exporting directly or through agents. Samdai Mulsan Co., Ltd. (manufacturers, exporters), 64-5, 2-ka, Chungmu-ro, Chung-ku, I.P.O. Box 2349, Seoul. WTD in preparation.

### 281 Industrial chemicals

**LAOS**—Benjoin, for use in manufacture of perfume; several hundred kilos available. Marcel Dore (exporter), P. B. 367, Luang Prabang. WTD in preparation.

### 286 Gum, wood chemicals

**NEW ZEALAND**—*Manool*, new product from which perfume compounds can be prepared, is a light solvent extracted from New Zealand's trees (Dacrydium Biforme or Pink Pine). Viscous, amber-color liquid is chemically similar to Sclareol. Will provide quotations and assays on request.

### 394 Toys, amusement, sporting, athletic goods

**FRANCE**—Toys of all kinds for infants and young children, including rocking horses; rocking poodles; merry-go-rounds; twin-hull pedal boats; log cabins; playhouses. Descriptive leaflets, text in French, available on loan from U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Rm. 4203, Washington, D.C. 20230. Wholesale exportation, preferably through well-established selling agents. Guy Grelety (manufacturer, wholesaler, exporter), 17 Jonzac, Charente-Maritime. WTD 3/31/66.

### 505 Farm products—raw materials

**CHILE**—Grease wool: "Punta wool, greasy." Dragnie, Glusevic & Cia. Ltda. (exporter), Errazuriz 489, Punta Arenas. WTD 10/5/65.

## Visiting Buyers and Officials

*Scheduled arrival dates and U.S. addresses indicated*

**ARGENTINA**—Ricardo Villar, Managing Partner, A.M.H.I.F. S.R.L., Cangallo 1228, Buenos Aires, **interested in contacting U.S. suppliers to the steel, oil, and railway industries.** April 23 via New York for one month. c/o Argentine Consulate General, 12 W. 56th St., New York, N.Y. Itinerary: Milwaukee; Chicago; Cincinnati; Pittsburgh; Washington, D.C.; Philadelphia; Cleveland; Rochester; Palmyra, New York City, N.Y. WTD 4/12/66.

**AUSTRALIA**—Bernard K. Berry, Whitco Hardware Manufacturing Co. Pty. Ltd., Sherwood Rd., Sherwood, Brisbane, **interested in agencies and in manufacturing under license plastic window frames.** May via New York for one month. c/o Australian Consulate or Trade Commissioner in New York, Chicago, or San Francisco. WTD in preparation.

**FRANCE**—Messrs. Henri Julien and Leon Rambaud, Aptunion, Blvd. Marechal Joffre, 84-Apt., **interested in food technology and in meeting processors of candied fruits, such as candied and marachino cherries.** April 20 via New York for three weeks. c/o S. M. Wolff Brokerage, 156 E. 52nd St., New York, N.Y. 10022. Itinerary: Tampa, Los Angeles, San Francisco, Corvallis. WTD 4/1/66.

**GREECE**—Demetrios Yiannopoulos, A. Yiannopoulos & Sons, 11 Hermou St., Thessaloniki, **interested in meeting manufacturers of machinery and materials for plastic button industry; requesting technical information.** April 12 via New York for six weeks. c/o Dr. Eftychia Arabatjis, Jefferson Hospital, Philadelphia, Pa. Itinerary: New York, Philadelphia. WTD in preparation.

**ISRAEL**—Dan Levy, Co-owner and Production Engineer, Kidmah Ltd., 13 Ben Avigdor St., P.O. Box 1293, Tel Aviv, **interested in visiting manufacturers of metalworking and materials handling equipment for agricultural and industrial use.** April 25 via New York for three weeks. c/o Sonia & Morris Stutz, Apt. 5c, 280 9th Ave., New York, N.Y. Itinerary: New York; San Francisco; New Bremen, Ohio; cities in Minnesota, Wisconsin; others to be arranged. WTD 7/28/64.

**NEW ZEALAND**—N. V. Holyoake, Managing Director, N. V. Holyoake & Co. Ltd., 56-58 Kingsford Smith St., Wellington E.3, **interested in purchasing or in manufacturing under license heating and ventilating equipment, products which would diversify present line of fans, domestic grills, and registers.** April 24 via New York for three to four weeks. Itinerary: 4/24 New York c/o Tudor Hotel, 304 E 42nd St., New York; 4/30-5/15 Los Angeles c/o Sugden Engineering Co., 6832 Foster Bridge Blvd., Bell Gardens, Calif.; Chicago; Dayton, Ohio; Waterloo, Iowa; San Francisco. WTD 12/21/64.

**SOUTH AFRICA**—David Fortes, Managing Director, representing Lipshatz Furnishers (Pty) Ltd., Fortes Furnishers (Pty) Ltd., Fortes Home Appliances (Pty) Ltd., 82 Long St., Cape Town, **interested in purchase and agencies for household electrical appliances, furniture, and allied lines.** May 7 via San Francisco for four weeks. c/o The American Express Co. Inc., en route. Itinerary: San Francisco, Los Angeles, Las Vegas, Memphis, Washington, New York. WTD 3/18/66 on Lipshatz Furnishers (Pty) Ltd.

**SWEDEN**—Elon Venzel Arvidsson, Plant Manager, Laxa Bruks AB, Laxa, **interested in contacting U.S. manufacturers of equipment for scrapping cars; requesting technical information on methods employed in the U.S.** April 16 via New York for three weeks. c/o U.S. Department of Commerce Field Offices, en route. Itinerary: New York, Cincinnati, Nashville, Philadelphia. WTD in preparation.

Harald Wik, President, The National Swedish Institute for Trade & Industry, Stockholm 4, **interested in meeting with associations for Portland cement, painting and decorating contractors, plumbing contractors, and manufacturing industries, handicrafts; requesting technical and commercial information from associations, and Federal agencies which assist small business.** April 28 via Chicago for three weeks. c/o Anders Wik, University Club, 803 State St., Madison, Wisc. 53703. Itinerary: Chicago, Madison, Philadelphia, New York, Washington. WTD in preparation.

**SWITZERLAND**—Peter Combaz, Exportwerbung AG Burich, Kirchgasse 6, 8001 Zurich, **interested in establishing business contacts with U.S. publishers of dailies, magazines and trade papers in order to represent them in Switzerland and Europe as advertising agents.** April 20 via New York for 21 days. c/o Hotel Barbizon Plaza, 106 Central Park South, New York, N.Y. 10019. Itinerary: New York, Memphis, Atlanta; others to be arranged. WTD in preparation.

## Service contracts in developing lands topped $427 million

United States service firms, universities, and other private organizations held more than $427 million in direct contracts with the Agency for International Development at the end of 1965.

This total does not cover an additional volume of technical service contracts financed by AID loans but awarded to contractors by the borrowing countries themselves.

New York State led, followed by the District of Columbia, California, Massachusetts, Illinois, Michigan, Kentucky, Ohio, Oklahoma, Texas, and Pennsylvania—all with more than $10 million in total contract values.

By area, the totals were: Near East-South Asia, $141,004,602; Africa, $111,493,295; Far East, $71,211,750, and Latin America, $69,302,547.

The work is performed by professional or commercial firms (engineers, management consultants, water supply specialists, for example), as well as universities, voluntary agencies, cooperatives, and other non-profit associations.

Within the $427 million total of U.S. service contracts, 126 American colleges and universities held $184,679,430 in contracts at the end of the year.

This summary of technical service contracts does not take into account other economic aid program business for the U.S. economy such as the nearly $1.2 billion a year in sales volume of AID-financed materials and equipment exported to developing countries or approximately $1.5 billion in annual shipments of farm commodities under the separate Food for Peace program.

# New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $13 per year ($5 additional for foreign mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C. 20402.**

**Establishing a Business in Brazil.** OBR 66-10. 25pp. Reviews the Brazilian Government's policy on foreign investment, legislation governing investment, permissible forms of business organization, regulations concerning patents, copyrights and trademarks, the labor situation, taxes to which businesses are subject, the availability of investment capital, Brazil's basic economic facilities, and the investment information services available to the prospective investor in both Brazil and the U.S.

**Selling in Yugoslavia.** OBR 66-11. 5pp. Describes the Yugoslav distribution channels, commercial practices, marketing aids, role of Government procurement, available U.S. export credit, and gives notes for business travelers to Yugoslavia.

**Foreign Trade Regulations of Ethiopia.** OBR 66-12. 7pp. Outlines the Ethiopian Government's foreign trade policy, import tariff system, sales and other internal taxes, required import documentation, special customs provisions, nontariff import controls, Ethiopian export controls and U.S. controls affecting trade with Ethiopia.

**Foreign Trade Regulations of Kuwait.** OBR 66-13. 5pp. Contains the same type of information as OBR 66-12, above.

**Foreign Trade Regulations of Uruguay.** OBR 66-14. 8pp. Contains the same type of information as OBR 66-12, above.

**Establishing a Business in Greece.** OBR 66-15. 19pp. Contains the same type of information as OBR 66-10, above.

**Market Data on Business Machines in Sweden.** OBR 66-16. 6pp. Evaluates the outlook for sales of business machines in the Swedish market, summarizes the Swedish Government's policy on tariffs and trade in business machines. Five tables review Sweden's recent production and foreign trade in these machines.

***Packaging's Role in Physical Distribution.* American Management Association, New York. 40pp. $4.50.**

This booklet is designed to consider the packaging concepts which can improve the physical distribution of goods moving in trade. It reviews the impact of packaging on physical distribution, and covers packaging for effective handling, for maximum use of the warehouse cube, for effective transportation, for air transportation, for rail transportation, and for an international operation.

**Write:** American Management Association, 135 West 50th Street, New York, N.Y. 10020.

***Public External Financing of Development Banks in Developing Countries.* By Robert W. Adler and Raymond F. Mikesell. University of Oregon, Eugene. 89pp. $4 (paper).**

The authors examine the sources of external public assistance available to the industrial development banks, and study the characteristics of these banks and their role in economic development. The survey covers areas of investment activity, loan terms, size of loans, equity financing, technical and managerial assistance, public versus private ownership of the banks, and the policies of international lending agencies regarding financing for these industrial development banks.

**Write:** Bureau of Business and Economic Research, Room 361, Commonwealth Hall, University of Oregon, Eugene, Oregon 97403.

***World Economic Survey, 1964.* United Nations, New York. 326pp. $5.50.**

Seventeenth in a series of comprehensive reviews of world economic conditions published by the United Nations. Part one focuses attention on development plans and provides an appraisal of targets and progress in the developing countries. Part two contains a review of recent developments in the world economy and a discussion of a number of topical problems. Findings are supported by detailed statistics.

**Write:** Sales Section, United Nations, New York, N.Y. 10017.

**Permanent copies available**

Up-to-date reports from commercial specialists stationed at U.S. Embassies around the world are now available for public sale to U.S. businessmen. The first eight of these reports, which were formerly furnished only on a five-day loan basis, are described on page 11 of this issue.

***A Swedish-English Technical Dictionary.* Published by Norstedts, Stockholm. 1,246pp. About $28.**

The author includes technical terms used in business, industry, administration, education and research. This 130,000-entry dictionary has been enthusiastically received by persons using the Swedish and English languages in their everyday affairs. Official titles of Swedish, British, U.S., Scandinavian, and International organizations and governmental agencies are included, along with the most up-to-date uses of modern terminology. Occupational titles are also translated, and American and British terms are labeled as such wherever they differ.

The author is the official English translator of the Royal Swedish Ministry for Foreign Affairs.

**Write:** Messrs. P. A. Norstedt & Sons, Stockholm 2, Sweden.

***The World Economy at the Crossroads.* Harry G. Johnson. Oxford University Press. 106pp. $3.50.**

A survey of the current problems of international organization. The author begins with a general discussion of the importance of a liberal system of international trade, payments, and capital movements for world prosperity and economic growth, and follows with a brief account of the development of international economic organization and institutions up to the immediate postwar period. This theory and history provides an introduction to and background for an examination of international monetary organization, trading arrangements and problems of developing countries.

**Write:** Oxford University Press, 417 Fifth Ave., New York, N.Y. 10016.

***World Trade Data Yearbook, 1966. Business Abroad,* Jan. 23, 1966 (Special Supplement Part II), New York. 124pp. $5.**

Published annually, this reference book is designed to provide practical up-to-date information for the international business executive. Articles, tables, and directories are listed under marketing, finance, communications, and transportation. Also included is the sixteenth annual study of export credit terms granted by United States suppliers to customers in principal markets abroad.

**Write:** Business Abroad, 99 Church Street, New York, N.Y. 10007.

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# Calendar *for international traders*

**BOSTON—May 12**—Trade Fair/Trade Center workshop session (4 p.m.) and Dinner Meeting of the International Trade Assn. of New England (6:30 p.m.), Charter House Motel, Cambridge.

**CEDAR FALLS, IOWA—May 4**—Foreign Trade Bureau, Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

**CHICAGO—May 10**—Automotive Exporters' Club of Chicago, Builders Building.

**CHICAGO—May 11-12**—Executive Seminar on Doing Business with Great Britain, DePaul University.

**CHICAGO—May 17**—In-office Export Conference, Chicago Field Office, U.S. Dept. of Commerce.

**CHICAGO—May 18**—Chicago-Midwest Credit Assn. meeting, LaSalle Hotel.

**CHICAGO—May 12**—Meeting of International Trade Club of Chicago, Sheraton-Chicago Hotel. Subject: Business conditions and trade opportunities in Great Britain and France.

**DENTON, TEX.—May 10**—World Trade Development Seminar. Sponsors: Texas Industrial Commission, Denton Chamber of Commerce, Dallas REEC, U.S. Commerce Dept. Dallas Field Office.

**DES MOINES—May 18**—Export Workshop, 2 p.m., Chamber of Commerce. Sponsors: Des Moines Field Office, Department of Commerce; REEC.

**DULUTH, MINN.—May 11**—Export Conference at Duluth Chamber of Commerce. Sponsors: Duluth Board of Education, Duluth Chamber of Commerce, and U.S. Commerce Dept. Minneapolis Field Office.

**EAST PROVIDENCE, R.I.—May 17**—Dinner meeting of Providence World Trade Club, Wannamoisett Country Club.

**EL PASO, TEX.—May 4**—World Trade Development Seminar. Sponsors: Texas Industrial Commission, El Paso Chamber of Commerce, Dallas REEC. U.S. Commerce Dept. Dallas Field Office.

**HILO, HAWAII—May 5**—Export Expansion Workshop. Sponsors: Hawaii Island Chamber of Commerce; Honolulu Field Office, Department of Commerce.

**KANSAS CITY, KAN.—May 26**—Workshop for New Exporters, Town House Hotel. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

**KANSAS CITY, MO.—May 5**—Export Procedures Course (Documentation), 6:30 p.m., Chamber of Commerce Board Room. Sponsors: U.S. Commerce Dept. Kansas City Field Office, Kansas City REEC, International Trade Club of Kansas City.

**KANSAS CITY, MO.—May 12**—In-office Workshop for New Exporters, Federal Office Bldg. Sponsors: U.S. Commerce Dept. Field Office, Kansas City REEC.

**LONGVIEW, TEX.—May 24**—World Trade Development Seminar. Sponsors: Texas Industrial Commission, East Texas Chamber of Commerce, Dallas REEC, U.S. Commerce Dept. Dallas Field Office.

**LOS ANGELES—May 27**—Export Expansion Seminar, 9:30 a.m., Los Angeles Field Office.

**MAPLEWOOD, MO.—May 10**—"Show You" Export Workshop at Sunnen Products Company. Sponsors: REEC, World Trade Club, and St. Louis Field Office.

**MILWAUKEE—May 25**—Wisconsin International Trade Conference, Hotel Pfister. Sponsors: Milwaukee World Trade Club, Milwaukee Assn. of Commerce, Milwaukee Field Office, and Wisconsin REEC.

**NASHVILLE—May 18**—Terminal Conference by Trade Mission to Saudi Arabia and other Arabian states, Holiday Inn (Capitol Hill). Sponsors: Middle Tennessee Exporters' Roundtable, REEC and Memphis Field Office.

**NASHVILLE—May 18**—Export Marketing Workshop, Nashville Area Chamber of Commerce building. Sponsors: Nashville Chamber of Commerce, REEC, and Memphis Field Office.

**NEW YORK—May 3**—Foreign Credit Interchange Bureau Round Table Conference, 1:30 p.m., Ben Franklin Hall, Advertising Club.

**NEW YORK—May 4**—Profits in Exports Meeting, Chamber of Commerce, Borough of Queens, Long Island City. Sponsors: Chamber of Commerce; New York Field Office, Department of Commerce.

**NEW YORK—May 10**—Forty-fourth annual luncheon of the National Council of American Importers, Hotel Americana. Speaker: Frank Pace, Jr., President of the International Executive Service Corps.

**NEW YORK—May 12**—Profits in Exports Meeting, Sheraton-East Hotel. Sponsors: Greeting Card Assn.; New York Field Office, Department of Commerce.

**NORWALK, CONN.—May 4**—Foreign Trade Workshop, 10-12 a.m., Norwalk Chamber of Commerce. Sponsors: Norwalk Chamber of Commerce, REEC, U.S. Dept. of Commerce's Hartford Field Office.

**OMAHA—May 4**—Meeting on Foreign Personnel Problems and Administration, 7-9 p.m., University of Omaha. Sponsors: University of Omaha; Kansas City Field Office, Department of Commerce; REEC.

**PHOENIX ARIZ.—May 12**—Export Expansion Workshop, 10 a.m.-12 noon, Federal Bldg. Sponsors: Phoenix Field Office, Department of Commerce; REEC.

**PORTLAND, MAINE—May 24**—Fourth Annual World Trade Conference, 10 a.m., Valle's Restaurant. Sponsor: Maine World Trade Council.

**PORTLAND, ORE.—May 18**—International Reception and Luncheon followed by FCIB Round Table Conference on foreign credit problems, at 70th annual congress of the National Assn. of Credit Management, Portland Hilton Hotel.

**PORTLAND, ORE.—May 23-24**—7th Annual Columbia Basin World Trade Conference, Benson Hotel.

**SAN DIEGO—May 26**—Export Expansion Seminar, El Cortez Hotel. Sponsor: San Diego Chamber of Commerce.

**SAN FRANCISCO—May 19-20**—3rd Annual International Marketing Management Conference, Sir Francis Drake Hotel. Sponsor: American Marketing Assn., Northern California Chapter.

**SIOUX FALLS, S.D.—May 5**—In-office export conference at Northwestern National Bank. Sponsors: Northwestern National Bank and Commerce Dept.'s Minneapolis Field Office.

**ST. LOUIS—May 3-4**—Businessmen's consultations with Foreign Service Officer X. W. Eilers of Toronto Consulate General, in St. Louis Field Office. Sponsors: REEC, World Trade Club, Chamber of Commerce, and Field Office.

**ST. LOUIS—May 16**—World Trade Club "Port of New Orleans Night" at Ruggeri's Restaurant. Official opening of World Trade Week in St. Louis. Sponsors: REEC, World Trade Club, and St. Louis Field Office.

**SPOKANE—May 6**—Pacific Northwest Industrial Exposition Export Conference. Inland Empire Fair Grounds, 9 a.m. Sponsor: Seattle Field Office, U.S. Dept. of Commerce.

**WHITE PLAINS, N.Y.—May 11**—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Roger Smith Hotel. Sponsor: Chamber of Commerce.

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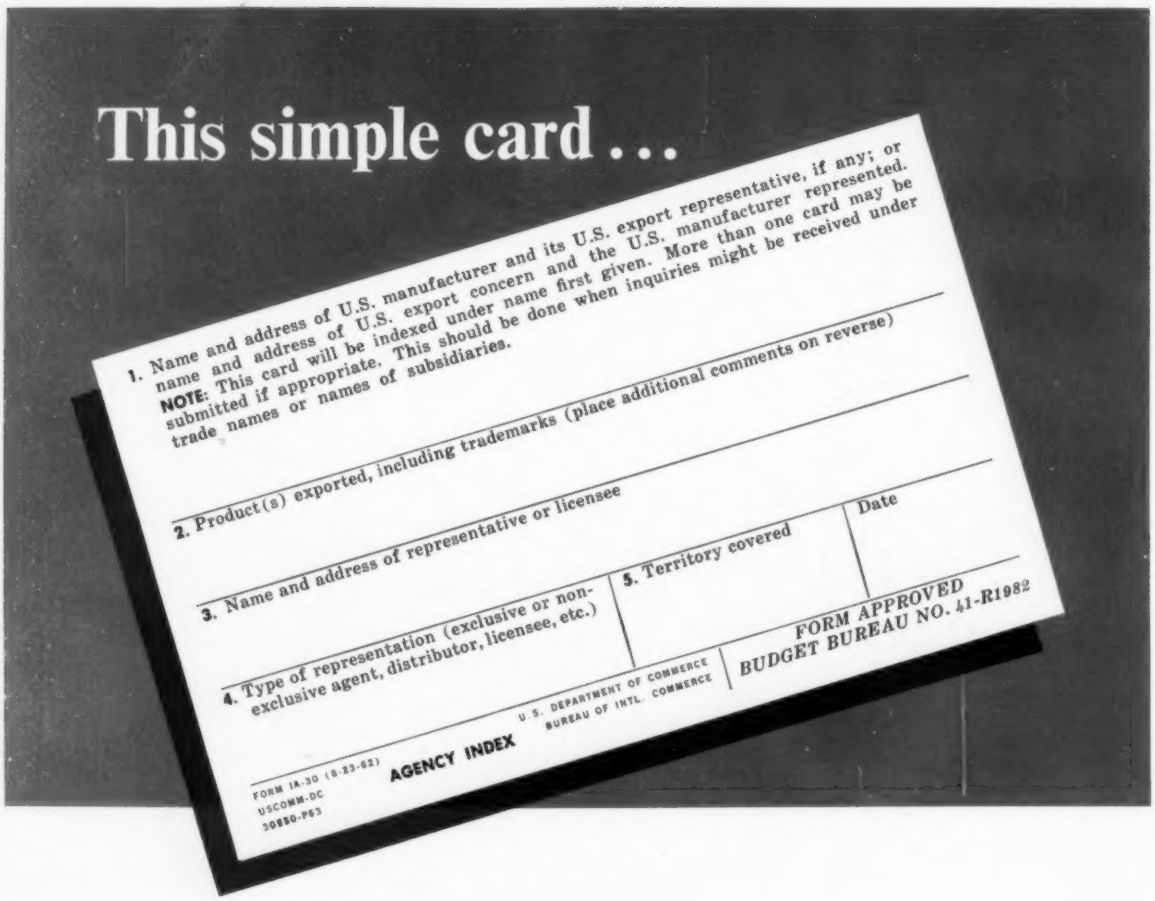

1. Name and address of U.S. manufacturer and its U.S. export representative, if any; or name and address of U.S. export concern and the U.S. manufacturer represented. **NOTE:** This card will be indexed under name first given. More than one card may be submitted if appropriate. This should be done when inquiries might be received under trade names or names of subsidiaries.

2. Product(s) exported, including trademarks (place additional comments on reverse)

3. Name and address of representative or licensee

4. Type of representation (exclusive or non-exclusive agent, distributor, licensee, etc.)

5. Territory covered

Date

FORM APPROVED
BUDGET BUREAU NO. 41-R1982

U.S. DEPARTMENT OF COMMERCE
BUREAU OF INTL. COMMERCE

FORM IA-30 (8-23-62)
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